

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 78

MARCH 31, 1928

Number 13

Reference Dept.
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1914  1928

Our Fourteenth Anniversary



ANOTHER milestone in our business life reminds us of obligations to loyal friends.

Through efficient service and sound ethics, we have endeavored to recognize our responsibility and justify their faith.

We are determined that succeeding years shall only enhance our ideals and foster our relationships.

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The complete line of
"BUFFALO" Quality
Sausage Machinery in-
cludes these world-
famous machines.

"BUFFALO" Silent Cutter



Produces the finest quality
sausage meat.

"BUFFALO" Meat Grinder



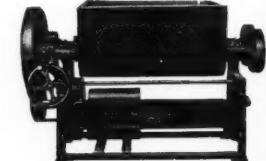
No more grinder troubles
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"BUFFALO" Air Stuffer



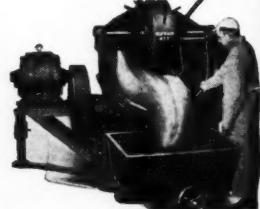
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"BUFFALO" Meat Mixer



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in least time.

"BUFFALO" Self-Emptying
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Cuts and empties a bowl of
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SAVES enough time and labor to pay for itself in
a short time.

50% to 65% is a conservative saving which this
wonderful machine can earn for you in time and
labor in the sausage room.

It puts the casings on the stuffer tube 2 to 3 times
faster than by hand, without tearing the casings and
without tiring the operator.

Hundreds of users have told us they would never go
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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 78. No. 13

MARCH 31, 1928

Chicago and New York

Reducing Knife Damage in Hide Take-off

**Packer Makes It an Object for Men
to Take an Interest in Their Jobs
and Thereby Reduces Cuts 5 Per Cent**

There are no secret methods by which quality hides are produced.

The packer who is interested in doing so can build up a reputation for his hides. By careful takeoff and proper cure he can make his hides known and demanded by tanners at prices that will mean additional profits for him.

Tanners are willing to pay for hides that are just a little better.

Those who have made a study of the subject say that from 7 to 8 per cent of all big packer hides class as No. 2 because of cuts and scores.

This is a waste the packing industry can ill afford. It indicates careless and sloppy workmanship, and indifference on the part of those who should be interested in getting more for their products.

How can this uneconomic waste be reduced?

Cuts Less Than Two Per Cent

One big packer operating a number of plants has lowered it in his case much below this general average.

Less than 2 per cent of all his hides coming out of cure at all of his plants contain cuts and scores. And he thinks it is possible to reduce this waste further.

How does he do it?

His plan is simple. He realizes, first of all, that cut and scored hides are an evidence of poor workmanship.

Therefore his first aim is to secure men who have the skill to

take off a hide without damaging it. He will hire no others.

Second, he makes it an object financially for these men to do good work, and he penalizes them for occasional lapses. All of this is topped off with careful and rigid supervision. Here is the plan in detail.

This is the second of a series of articles to appear recently in THE NATIONAL PROVISIONER on the production of better hides.

The first, "More Money in Careful Handling of Hides," was published in the issue of February 18, 1928. It told how the packer can make his hides worth more by better cure, and how to cure better.

The third of the series will discuss the

take-off and handling of calf-skins, and how to get more money for them. It will appear in an early issue.

A Bonus for Good Work

Realizing that under the best of conditions some hides will be cut during takeoff, this packer first endeavored to determine what might be construed as "normal knife damage" with careful, interested workmanship.

After some study a figure of 2½ per cent was arrived at. In other words, damage due to cuts to this number of hides is considered normal. For any betterment of this condition a reward is given to the workmen who accomplish the results.

The plan is known as a group performance bonus, the following workmen being eligible to participate in it: Floormen, fell cutters, backers, rumpers, clearout and hide drop men and headers.

How Bonus Is Figured.

The bonus is determined by taking the difference between the No. 2 hides resulting from cuts in removing the hides and the No. 2 hides allowed, which is 2½ per cent of the day's kill. This difference, when less than 2½ per cent, is figured in hides to the nearest one-tenth of a hide.

Fifty-seven per cent of the money saved each day is set aside as a bonus for those who are eligible to participate in it. In figuring this sum the basis taken is the average cured weight of the hides.

In other words, this bonus is calculated as follows: The difference between the No. 2 hides allowed as normal (2½ per cent of the day's kill) and the actual number of No. 2 hides cre-

Half a Million Wasted

Cattle killed in federal-inspected plants in 1927 totalled 9,520,000 head.

From 7 to 8 per cent of all packer hides are classed as No. 2 because of knife damage during take-off.

On this basis from 666,400 to 761,600 packer hides from inspected plants were classed as No. 2 in 1927 because of cuts and scores.

Assuming weight of a cured hide is 65 lbs. and difference in price between a No. 1 and No. 2 hide is 1c per lb., inspected packers alone lost last year between \$413,160 and \$495,000 because of careless work on packer hides.

This is a big price to pay for executive indifference and careless workmanship.

One big packer reduced the number of his No. 2 hides due to cuts and scores to less than 2 per cent. What he has done other packers can do.

ated by the group as a result of knife damage, is determined.

This difference is then multiplied by 57 per cent of the difference in price between No. 1 and No. 2 hides, and again by the average cured weight.

Although the bonus is figured on a group or gang basis, each workman is given an incentive to take further interest, and to do his best to reduce knife damage by providing a penalty for such damage.

Penalty for Cutting Hides.

Each hide cut by a workman causes a forfeit of 3c to be placed against the bonus account of that particular worker. However, provision is made that in no case shall the total amount of the forfeits exceed the tentative amount he might receive from the bonus fund.

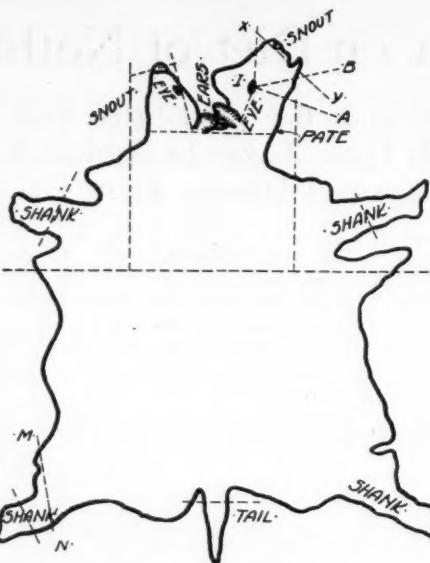
If the total of the forfeits against any workman should be greater than the tentative weekly bonus he might receive, he is automatically made ineligible to participate in the bonus fund.

When this happens, what would otherwise have been his share of the gang bonus goes to the bonus fund, to be distributed among those who are eligible to participate. Likewise, forfeits are also added to the fund, and are divided among those who are eligible to participate in the fund.

All of the members of the gang eligible to participate share equally in the distribution of the fund, with this exception.

Individual Skill Rewarded.

The number of hours worked during the week by an individual are taken into consideration when the distribu-



STANDARD PACKER HIDE PATTERN.

The production of quality hides in the packing-house depends on efficient, careful takeoff to prevent cuts and scores, and uniform skinning to a standard pattern so that all hides will be uniform in shape.

In dropping a hide it is necessary that the floormen follow certain definite lines, to prevent misunderstanding between buyer and seller when hides are sold. This is the standard packer hide pattern.

tion is made. If a member of the gang is absent from work for any portion of the working week, his bonus is figured on an hourly pro rata basis.

In calculating the bonus the average cured weight of a hide is taken as 65 lbs., and the difference in price between a No. 1 and a No. 2 hide as 1c per lb. These figures are not rigid, but are changed if conditions are such as to make this move desirable or necessary.

sary for correct and fair results.

In addition to the group bonus as outlined heretofore, this packer goes a step further. He has installed a supplementary bonus designed to reward individual perfection, regardless of how the group functions to which a workman belongs.

This bonus is offered to floormen, fell cutters, backers, rumpers, clearout and hide drop men and headers who by their individual performance on any day are eligible to receive such a bonus. This bonus operates independently of the group incentive bonus, and functions whether or not a group bonus is earned by the gang.

In determining the bonus the difference is taken between the allowed and actual cuts per operator. The allowed cuts per operator is determined by taking 2 per cent of the day's kill and dividing the product by the number of operators in the gang, calculated to the nearest tenth of a hide.

When any operator has less cuts than allowed cuts he receives 10c per hide below the number of damaged hides allowed.

Both the group and the supplementary bonuses are calculated daily, and are paid weekly by a check separate from the weekly pay check.

System Not Complicated.

On first consideration it might appear that these bonus plans for the hide take-off gangs are complicated, and that considerable time and effort would be necessary to calculate results and to figure the extra earnings of the workmen.

As a matter of fact this is not the case. The bonus is figured quickly in the office.

But even if this were not the case, the results this packer has been able to secure would justify him in spending much more than he does for extra clerical work.

Before the bonus plan was placed in operation this packer's total of No. 2 hides due to knife damage during take-off was close to 7 per cent. The number of these cut hides has now been reduced to less than 2 per cent, a gain of roughly 5 per cent.

Figuring on the basis of each 100 hides, he now has 5 more No. 1 hides than before the bonus plan was placed in operation.

Figuring the average weight of a cured hide and the difference in price per pound between a No. 1 and a No.

(Continued on page 41.)



REMOVING HIDES ON BEEF KILLING FLOOR OF MODERN PLANT.

In this, as in other operations of dropping a hide, the skill and care of the operator determines whether it will be classed as a No. 1 or a No. 2. Making it worth while for the workmen to prevent cuts and scores has proved profitable for one packer.—(Photo courtesy of the Allbright-Nell Co.)

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Men Thrive on Diet of Nothing But Meat

Beef and Beef Products and Water Only Foods Taken by Famous Explorer and Friend During First Test Period

Timid persons who shun red meat—and perchance fill themselves full of starch instead—may be reassured when they hear the story of two men who lived for weeks on nothing but meat, and are still alive to tell the story!

A juicy steak or a tender slice of roast beef once more may be regarded without the shudder inspired of misguided medical advice.

Concluding an experimental period of 23 and 58 days, respectively, on a diet consisting entirely of fresh meat, Dr. Vilhjalmur Stefansson, famous Arctic explorer, and his colleague, Karssten Andersen, report themselves as feeling "energetic and ambitious and more anxious in the morning to get out of bed and work."

The experiment was carried on at Bellevue Hospital in New York City under controlled conditions, to test a theory of Dr. Stefansson that an exclusive diet of meat—proven desirable in the Arctic—would be equally efficient in warmer climates.

The experiment was directed by the Russell Sage Institute of Pathology as part of the extensive study of diets which it has been carrying on for the last fifteen years. This was an opportunity for the institute to get information on the effects of an exclusive meat diet on heat production and blood pressure.

Both explorers had lived for long periods on meat on their Arctic trips; but it was desired to test their ability to do so under perfect scientific control.

Came Through in Fine Shape.

Mr. Andersen began the diet on January 24; Dr. Stefansson on February 28. Both men have been eating and sleeping in the hospital, going out every afternoon for a walk accompanied by a member of the staff. At intervals they took two mile runs in Central Park.

Each is in excellent physical condition at the present time. Dr. Stefansson, ten pounds overweight when he began the experiment, tipping the scales at 159.5 pounds, trained down to 150 lbs. Andersen, who weighed 132 lbs., gained a pound.

The diet consisted solely of beef products and water. The explorers had the best cuts of beef, beef tongue, liver, brain and marrow. Tea was allowed at first, but this was stopped because it was said to contain vitamins. They also drank beef broth.

Fat Needed With the Lean.

"This was not a high protein diet," said Dr. Eugene F. Du Bois, in charge of the experiment. "Each man ate about four times as many fat calories as protein calories. At one time we attempted to feed the subjects nothing but lean meat, but this caused digestive upsets, which were promptly relieved by substituting fat for some of the lean."

"On a typical day Mr. Andersen would eat nineteen ounces of lean and nine ounces of pure fat. Dr. Stefansson would eat fifteen ounces of lean and five ounces of fat.

"No conclusions can be drawn at the present time regarding the advantages or disadvantages of a pure meat diet. All we can say is that these two men have been getting along solely on meat



THEY ATE NOTHING BUT MEAT.
Dr. Vilhjalmur Stefansson, famous Arctic explorer, and his colleague, Karssten Andersen, who have just concluded a test on an exclusive meat diet. Only fresh beef and beef products were eaten. Both men emerged from the experiment in fine condition.

here in New York as well as they did in the Arctic."

Lived Seven Years on Meat.

"There seems to be a deep-laid superstition among the public that a 100 per cent meat diet is bad," said Dr. Stefansson. "Seven of the eleven years I spent in the Arctic I have lived entirely on meat. The Eskimos eat nothing but meat and they never have scurvy. Furthermore, they are in perfect health."

"There is plenty of meat in the Arctic, and scurvy never occurs among those expeditions which subsist on it. I never felt better in my life than I do now, and I am going to live exclusively on meat for the next six months."

JANUARY MEAT CONSUMPTION.

The apparent per capita consumption of federally inspected meat during January, 1928, with comparisons, is reported by the U. S. Department of Agriculture as follows:

BEEF AND VEAL.

Consumption:
January, 1928 394,000,000 lbs.
December, 1927 395,000,000 lbs.

Per Capita Consumption:
January, 1928 3.3 lbs.
December, 1927 3.3 lbs.

PORK AND LARD.

Consumption:
January, 1928 676,000,000 lbs.
December, 1927 594,000,000 lbs.

Per Capita Consumption:
January, 1928 5.7 lbs.
December, 1927 5.0 lbs.

LAMB AND MUTTON.

Consumption:
January, 1928 47,000,000 lbs.
December, 1927 44,000,000 lbs.

TOTAL.

Consumption:
January, 1928 1,117,000,000 lbs.
December, 1927 1,033,000,000 lbs.

Per Capita Consumption:
January, 1928 9.3 lbs.
December, 1927 8.7 lbs.

Total per capita consumption of all meats during January, 1927, was 9 lbs. As compared with January, 1927, per capita consumption of beef and veal was 0.5 lb. less; pork and lard, 0.9 lb. more, and lamb and mutton, 0.3 lb. more.

FRANK H. RAYMOND DEAD.

Frank H. Raymond, president and owner of the Raymond Packing Co., Denver, Colo., died March 21 from intestinal influenza. He had been ill a week and was improving when a sudden relapse resulted in his death.

**Points of Law
for the Trade**

Legal information on matters affecting your daily business that may save you money.

THE INSOLVENT BUYER.

If a retailer, who is practically insolvent, buys goods from a packer on credit, and by concealing his insolvency, is the packer justified in refusing to deliver the products when he discovers the true state of affairs? In other words is the retailer bound to disclose his insolvency in order to make a binding contract?

The legal rules on this point fall under three different heads.

1—Where there is nothing beyond the mere fact that the buyer fails to disclose his insolvency:

On this point the law is in favor of the buyer.

"Should we establish a rule that would declare all sales void, where the buyer does not disclose to the seller his real circumstances, many contracts, made with the most upright intentions, would be cancelled for fraud," says the Illinois Court in a case along this line. "While a man is really struggling against adversity, with an honest intent to retrieve his fortune, the law will not declare him incapable of purchasing goods on credit, although he does not disclose to the seller the extent of the embarrassment. In such a case there is wanting that essential ingredient in fraud, the design never to pay."

This rule has been laid down by the English and Canadian Courts, the United States Supreme Courts, and the state courts of California, Colorado, Connecticut, Delaware, Georgia, Illinois, Iowa, Kansas, Louisiana, Michigan, Mississippi, Missouri, Nevada, New York, Ohio, Pennsylvania, Tennessee, Texas, Vermont and Wisconsin.

2—Where the buyer fails to disclose his insolvency and at the same time has the intention not to pay:

On this point the leading legal textbook states the rule in the following words:

"While the failure of the buyer to disclose his insolvency will not of itself constitute sufficient grounds for canceling a contract of sale, still a contract of sale may be cancelled when it appeared that, coupled with the buyer's failure to disclose his insolvency, there was a preconceived and actual intent on the part of the buyer, at the time of the purchase, to obtain the property in question and never to pay therefor. In such a case there is fraud sufficient to vitiate the contract.

This rule holds in the state courts of Connecticut, Georgia, Indiana, Iowa,

Kentucky, Maryland, Massachusetts, Michigan, Minnesota, Nevada, New Hampshire, New York, Oregon, Texas and Wisconsin.

3—Where the buyer fails to disclose his insolvency and at the same time has no reasonable expectation of being able to pay:

On this phase of the case the law is in favor of the packer.

The New York Courts have laid down this rule in the following words:

"A buyer who is hopelessly insolvent and knows that he cannot pay his debt and that he must fail in business and thus disappoint his creditors, cannot honestly take advantage of a credit, induced by apparent prosperity, and thus obtain property which he has every reason to believe he can never pay for.

"The necessary result of a purchase under such circumstances will be to cheat and defraud the seller, and the intention to cheat may properly be found therefrom by the injury in an action of this character," says the N. Y. Courts, and the same rule holds in Colorado, Illinois, Iowa, Maryland, Michigan, Minnesota, Missouri, New York, Ohio and Texas.

TRADE GLEANINGS.

The erection of a meat packing plant is under consideration by the business men of Gordo, Ala.

Considerable damage by fire occurred recently to the fertilizer building of the Plankinton Packing Co., Milwaukee, Wis.

John Lurch and George H. Kieffer, doing business at Wausau, Wis., as the Star Sausage Co., have filed a petition in bankruptcy.

The Southeastern Irrigated Cotton Growers' Association will erect a cotton oil mill at El Paso, Tex. The cost will be in the neighborhood of \$150,000.

The new and modern plant of the Gerst Bros. Packing Co., St. Louis, has been taken over by the Laclede Packing Co. of St. Louis, following the dissolution of the former concern.

The Hofherr Meat Co., 2671 Eastwood Ave., Chicago, Ill., has been incorporated with a capital stock of \$2,000 to manufacture and deal in meats. The incorporators are Thomas J. Mullen, A. Kittle, D. B. Baker.

Approximately 100 retail meat dealers were the guests of T. M. Sinclair & Co., Cedar Rapids, Ia., recently. After an inspection of the plant the dealers were entertained at lunch in the plant cafeteria. Afterwards they saw a demonstration of Sinclair products and were taken for a tour of the city.

The Montgomery County Packing Co. has started construction on a meat packing plant on a site between Independence and Coffeyville, Kan. The company is incorporated under the laws of Kansas and is capitalized for \$100,000. The plant will have a capacity of 200 cattle and 100 hogs per week.

**Packers Spring Meetings
Institute Members to Participate
in Divisional Programs.**

Five important divisional meetings of the Institute of American Meat Packers will be held during the latter part of April and the first part of May in five important packinghouse centers in the East and Middle West. The tentative dates for these meetings are as follows:

Division I—New York City, May 4, for packers in New England; New York south of Kingston and New Jersey north of Trenton; Pennsylvania east of and including Harrisburg and Williamsport; New Jersey south of and including Trenton, and all of Delaware; Maryland; District of Columbia, and Virginia.

Division II—Cleveland, Ohio, May 3, for packers in New York north of and including Kingston; Erie, Pennsylvania; Pennsylvania west of Harrisburg and Williamsport; West Virginia; Ohio north of Columbus; Ohio south of and including Columbus, and Michigan.

Division III—Nashville, Tenn., April 27, for packers in Kentucky; North and South Carolina; Georgia; Florida; Alabama; Mississippi; Louisiana, and Tennessee.

Division IV—St. Louis, Mo., April 26, for packers in Illinois north of Springfield; Indiana; Illinois south of and including Springfield; Missouri east of Springfield, Missouri, and Wisconsin.

Division V—Cedar Rapids, Iowa, April 25, for packers in Minnesota; Iowa; North and South Dakota, and Nebraska.

Programs for these meetings are now being arranged.

At similar meetings last year attendance at some of them exceeded 100.

Committees in the divisions in which the meetings are to be held are as follows:

Division I—J. J. Felin, chairman; F. S. Snyder, A. T. Rohe, W. F. Schluderberg.

Division II—George L. Franklin, chairman; James G. Cownie, Chester G. Newcomb, Elmore M. Schroth, T. E. Tower.

Division III—Henry Neuhoff, chairman; Lorenz Neuhoff, Joseph M. Emmart.

Division IV—C. J. Roberts, chairman; F. A. Hunter, W. A. White.

Division V—Jay C. Hormel, chairman; John W. Rath, William Diesing.

SWIFT BUYS OIL PROPERTIES.

Swift & Company has purchased from the Choctaw Cotton Oil Co. its oil mill and refinery property at Jacksonville, Fla. Both the oil mill and the refinery have not been operated for the past two years.

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Sitting on the Anxious Seat

A recent statement of the U. S. Department of Agriculture called attention to the fact that hog slaughters in the first six months of 1928 would probably be 8 to 10 per cent greater than in the same period last year.

It was further pointed out that no early improvement in the market as a whole was anticipated. By fall prices could be expected to show an upward movement, provided the reduction in the spring pig crop is realized. Domestic demand for meats was believed to give good promise, but foreign demand would continue to weaken.

There is nothing new in this statement over what was made by the de-

partment more than a month ago. Perhaps its issuance was unnecessary. Objection was raised to it in some trade channels in the belief that it had an unfortunate influence on the market at a time when such pessimism seemed hardly warranted.

The difficulty appears not so much with the statement of the case as with failure to interpret the statement.

Some traders feel that had attention been called to the fact that possibly all of these surplus hogs had been marketed in the first two months of the year, and that the February export situation was considerably improved over that of February, 1927, it would have had a strengthening influence rather than the reverse.

Packers have stored great quantities of pork meats and lard. The raw product was available and they paid a fair price for it, based largely on their hope of realizing a profit at a later date.

Over-supplies naturally threw the market into a highly speculative condition, and one that is easily influenced by official reports. The market fluctuates with the slightest provocation. The less there is to encourage useless fluctuation, perhaps the better.

The charge has been made from the producer side that the hue and cry concerning heavy accumulations in packers' cellars savored of propaganda to reconcile hog growers to current prices.

It has been pointed out that, as the stuff was put away cheap, it represented a good investment. Whether or not this is the case will depend on a combination of hog runs and consumer demand during the next six or eight months.

There are those who believe packers are realizing considerable profits at the present time. "How much money the packers are making on this cheap crop of hogs will not be known until their 1928 statements of earnings appear about a year hence," one market writer says. "But that it is a veritable harvest is not open to serious consideration."

The packers' only hope is that this market reporter's comment has some foundation in fact. It would be more comfortable, however, if more of the "harvest" were a matter of record than a possibility of the future.

More Steam at Less Cost

The meat packing industry still has something to learn about power plant efficiency. Many packers pay too little attention to the power house. They know a lot about meat, but little about fuel and steam.

Many a meat packing plant has installed additional boilers and stokers to increase steam production, when the same results and greater flexibility might have been secured through the use of pulverized coal equipment under the boilers already in use.

And in addition, a flexibility would have been secured that is a distinct advantage in packinghouse operations where large and sudden heavy overloads are not uncommon.

One packer has saved money by this means ever since he built his new plant. Another has recently installed pulverized coal burners under two of his boilers. Although evaporating tests have not been made on these boilers as yet, some facts of interest have been obtained.

For example, these boilers can be started cold and cut in on the steam line in thirty minutes or less.

They are operated regularly at better than two and one-half per cent of their rated horse power. And in emergencies, it is felt, a load of at least three times the rated horse power could be carried.

The saving in labor and the cost per pound of steam will be shown to be considerable when tests are made, this packer believes.

There are meat plants that have been getting along with less boiler capacity than they need because, for one reason or another, the installation of additional boilers could not be made without an investment out of keeping with the results obtained. In many such cases equipping the boilers already in use to burn pulverized coal is worth serious thought and study.

These are the days when every packer is keeping the motto "save money" (which means "save waste") before his eyes at all times. If he will give some time to study of his power plant he may find it decidedly worth while in the savings he may be able to bring about in his plant operation.

Practical Points for the Trade

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Small Renderers' Troubles

An Eastern renderer complains of a large percentage of free fatty acid in his inedible tallow. He uses butcher fats, offal and fallen animals. He says:

Editor The National Provisioner:

We are small renderers and do not have the most modern equipment in our plant. We are having trouble with a high percentage of free fatty acid in our finished product, and wonder if you can help us in reducing this.

We use dead animals, shop fats and the offal from a nearby slaughtering plant. We open and wash the stomachs and intestines and try to keep out the contents as far as possible.

We have more trouble with fatty acid in summer than in winter, but it is too high even in cold weather. We want to improve our tallow and try to overcome some of the trouble before the hot months come on.

The inquirer tells what his raw product is, but says little regarding his method of handling. He says his rendering equipment is rather old style.

Reducing Free Fatty Acid.—Perhaps one of the best means of reducing the free fatty acid is to handle the product in as strictly fresh condition as possible. Dead animals should be gathered up and rendered each day, and arrangements should be made to make regular rounds of the shops for the collection of shop fats. These should not be permitted to accumulate, with only weekly collections.

Some renderers hold product too long after it gets to the plant. This is particularly true of the smaller operator, who cooks only three or four tanks a week.

How to Hold Product.—Where product has to be held it is sometimes best to parboil it to prevent further deterioration.

This is done by filling the bottom of the tank with water, and then putting in the product to be rendered. Turn on the steam and bring the temperature up to just a boiling point. Open the steam valve a very little way and keep the water simmering. Don't have enough steam turned in to make the water in the tank splash.

The tank must be kept this way until it is ready to cook. The temperature must be kept the same all the time. If it is allowed to vary the contents of the tank will get rancid.

Ready for Cooking.—When ready to cook, the water in which the product has been simmering should be drawn off. This will be dirty water, which will carry blood, etc., with it.

The product for rendering will be in better condition when handled in this manner than in any other, many renderers believe, unless it is possible to

put it under refrigeration. Few renderers are equipped to do the latter.

Cleanliness.—Even in the rendering of inedible product everything should be as clean as possible. All foreign material aids in increasing the free fatty acids.

Care should be exercised to see that the barrels into which the finished tallow is run are clean.

After rendering, the tank should be allowed to settle and the grease drawn off carefully, to avoid tank water getting in with it. This is one important source of high free fatty acid in tallow.

Modern Equipment.—More modern methods of rendering enable the production of a higher grade tallow, and of cracklings for which a much better price can be secured than for tankage.

While many operators hesitate to scrap their old machinery that has stood them in good stead so many years, they do not realize the loss they are suffering every day by continuing to use it. Up-to-date equipment will pay for itself in a short time.

BOOST PORK IN NEW ZEALAND.

The government of New Zealand has announced that it is prepared to subsidize the exportation of pork during the next three years, according to advices received by the United States state department. Raising more hogs is encouraged as a by-product of dairy-ing in New Zealand.

How's Your Tank House?

Don't let inedible offal lie around the plant for hours before it goes to the tank.

If you do the place will smell to "high heaven."

Cook everything promptly.

Where the plant is small and accumulation slow, arrange the kill so that offal can get to the tank in a reasonable length of time.

Don't think, just because you don't notice the smell around your plant, that no one else does.

The tank house can give the whole plant a bad name if improperly operated.

Keep the plant cleaned up all the time. Then adopt modern means to overcome unpleasant odors unavoidable in processing.

Fresh Summer Sausage

When pork is cheap many sausagemakers attempt to use up as much pork as possible in sausage. But one sausagemaker wants to make a fresh boiled summer sausage, which calls almost entirely for beef. He says:

Editor The National Provisioner:

We want to make fresh boiled summer sausage and wish you would send us a formula for it. We have plenty of beef trimmings and this is one kind of sausage we want to use them up in.

Fresh boiled summer sausage may be made in the following manner:

Meats:

50 lbs. beef trimmings.

10 lbs. beef cheeks.

20 lbs. beef hearts.

10 lbs. ox lips.

10 lbs. fat pork trimmings or S. P. ham fat.

The pork trimmings must be strictly 100 per cent fat, free from lean, muscle or tissue.

Seasoning:

3 lbs. 10 oz. salt.

10 oz. granulated sugar.

8 oz. black pepper.

4 oz. nitrate of soda.

Grind beef trimmings and hearts through the 7/64 in. plate of the hasher. Grind beef cheeks and ox lips through 7/64 in. plate twice. Grind pork trimmings or S. P. ham fat through 1/8 in. plate of hasher once.

Put the meats all together in the mixer, add seasoning and mix for about six minutes. Then put in cooler temperature at 36 to 38 degs. F., spreading on shelves in layers about 8 in. thick. Knead the meat on the shelves by hand to make it compact and exclude air.

If there is any condensation in the cooler the meat should be covered with oil paper. Allow it to cure for about 48 hours on the shelves in this manner. Then remove and put through the mixer for about two minutes.

From the mixer the meat is taken to the stuffing bench. Strict care must be taken in filling the stuffer so as to avoid air pockets.

Stuff in hog bungs, stuffing to full capacity in order to avoid shriveling of the product. Then take to the cooler and hang over night or about 24 hours.

This product should be smoked at a temperature of 75 to 80 degs. F. for about 42 to 48 hours, depending upon weather conditions, using a slow cold smoke with ventilators closed. The temperature is then gradually raised to 90 or 100 degs. for about six hours, or until the product is firm and shows good color.

Cook for 20 minutes at about 175 degs. F.

Figuring Hog Tests

A Northern packer asks how to figure the edible and inedible offal credit for use in working out a hog test. He says:

Editor The National Provisioner:

We have watched the Short Form Hog Tests appearing in THE NATIONAL PROVISIONER with a good deal of interest, and would like to know how to arrive at the offal credit figures.

Will you please tell us how you figured the credit used in recent hog tests?

In the hog tests worked out in THE NATIONAL PROVISIONER an arbitrary figure is used for the value of killing offal. Recently the offal market has been low, due to the large quantity of this material available. Each plant should work this out according to the net value of these products.

The way to arrive at the credits for edible killing products and for inedible offal is as follows:

Included in edible killing products are the heart, liver, stomach, kidneys, weasand meat, giblet meat, tongue, snouts, cheek meat, brains and ears.

The value of these products per hundredweight of live hogs should be obtained periodically by weighing the total production of the edible items in a day's kill, pricing them at their net market value, and then dividing by the live weight of the hogs from which they were obtained.

This will give the proper credit per hundredweight live hog.

The inedible killing offal includes casings, greases, dry tankage and hair. The value of these products per hundredweight is obtained by dividing the net value of the production over a given period by the live weight of the hogs from which they were produced.

The credit for both the edible and inedible products should be frequently rechecked. That for the edible should be done at least once every two weeks, and of the inedible at least once a month.

More Sausage Is Eaten

Is the public eating more or less sausage?

An Eastern sausage maker wants to know. He says:

Editor The National Provisioner:

Is sausage becoming more popular? That is, has the consumption of this product increased in recent years?

The consumption of sausage is showing rather rapid increase. According to the census of slaughtering and meat packing there was an increase of 200,000,000 lbs. in the production of sausage in the United States between 1921 and 1923, and a further increase of more than 100,000,000 lbs. between 1923 and 1925.

The coming of the automobile and the kitchenette apartment have had a great deal to do with the further popularizing of sausage, because it is not

only highly palatable, but it is a product that is either ready to serve or it requires little preparation for the table.

The wide distribution of "red hot" stands along the main highways, and the popularity of the "red hot" for sandwiches at these stands, has also had a great deal to do with the total increase in sausage consumption.

Cattle Accounting Charges

An Eastern packer raises a question regarding handling charges on condemned cattle. He says:

Editor The National Provisioner:

We have an accounting problem on which we would like some help. We are at a loss regarding the condemnation on cattle. We feel that inasmuch as these cattle are bought with money earned during the previous month, the total cost should be deductible from the net gain or loss.

What would be your suggestion?

There would seem to be no point in whether money used to purchase cattle during a current month was earned during the previous month—or any prior period, in fact.

In starting business, say the first of any given month, a certain amount of cash is of course necessary and listed as a current asset. The utilization of such cash during a given period of time produces either a profit or a loss.

If losses are sustained because of condemnations out of purchases of live cattle, the amount involved forms part of the current period's operating result. The loss due to condemnations would, therefore, be deductible from earnings of the period in which the loss is sustained.

Short Form Hog Test

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day per cwt.?

THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me.....copies of the Short Form Hog Test for daily figuring.

Name

Street

City

Single copies, 2c; 25 or more, 1c each;
quantities, at cost.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

BOILER TUBE BUCKLING.

By W. F. Schaphorst, M.E.

Engineers have observed and made note of the fact that when the tubes in water tube boilers buckle, they usually buckle upward, while in fire tube boilers they buckle downward.

There are a number of good reasons why the tubes buckle in this way. In water tube boilers, the scale, if there is any, usually lodges on the bottom of the tubes and forms an insulation between the water and the source of heat. Consequently the lower side of the tube is overheated.

The tubes that are higher up in the tube bank are not so hot, consequently they hold the boiler heads together, and as a result the overheated tube is in compression. This compressive force naturally causes the tubes to buckle upward because the lower side is the weaker side being so much hotter than the top side.

At the same time it must be remembered that the lower side of the tubes in a water tube boiler are hotter than the upper side because the heat comes from below and the lower surface of the bottom tube is in "full view" of the hot fire in the furnace.

On the other hand in fire tube boilers the scale forms on the outside and on top of the tubes. Heat is most intense on top because heat always goes upward. Therefore, for reasons similar to that explained above, the tubes in fire tube boilers buckle downward. The top is weaker than the bottom.

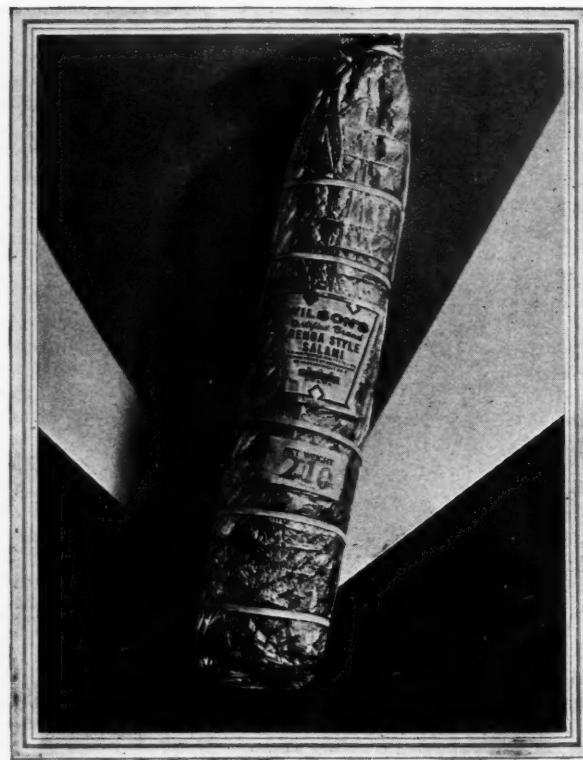
Other things that no doubt have considerable influence in many boilers are soot and ash. In water tube boilers soot and ash have a tendency to settle on the tops of the tubes, thus giving us an insulating effect there. That is, the heat is kept away from the tops of the tubes. This increases the tendency to buckle upward, the soot being on the outside of the tube while the scale is inside, the soot keeping the heat away from the tube and the scale keeping the heat away from the water.

In fire tube boilers the soot is inside the tubes, at the bottom, and the scale adheres outside the tubes at the top. Hence, the higher temperature attained by the tops of the tubes in fire tube boilers. This, it seems to me, covers the reasons pretty completely as to why boiler tubes buckle as they do. Not much room is left for argument.

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

IT CATCHES THE EYE

And Sells!



Here's salami at its best!

A sparkling, colorful wrap of Cellophane to step up the package and make it catch the housewife's eye. It is so attractive dealers always give it preferred display on the counter.

Whether it's Wilson's Salami or a

host of other meat items marketed by leading packers in every section of the country, 100% transparent Cellophane shows the item at its best and at the same time keeps it protected from dust and dirt.

Samples and descriptive booklet on request.

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Cellophane

A Page for the Packer Salesman

To Create Confidence

Is Necessary for Best Results When Selling Meats

The personal equation influences meat sales, particularly as applied to new prospects, more than is generally appreciated by many meat salesmen.

No matter how good the products are or how energetic the salesman may be, the prospect will not buy unless he is convinced of the sincerity and truthfulness of the salesman.

After the prospect has been interested and made to understand all that has been told him, he may not be convinced. The question remains:

Has he sufficient confidence in the salesman to accept his advice and believe his statements?

Does he have sufficient belief in the honesty and reputation of the firm the salesman represents to spend his dollars with it?

A salesmanager was asked recently to discuss this important question in the columns of **THE NATIONAL PROVISIONER** for the benefit of salesman subscribers.

Here is what he says:

Editor THE NATIONAL PROVISIONER:

Meat dealers are not easily sold on a new firm or a new salesman. But confidence and belief can be established in the mind of the prospect at one calling if the salesman proceeds in the proper manner.

In the first place, the salesman must avoid all semblance of boasting, "hot air" discourses, and such other "tommy-rot" which cannot be classified under the heading of absolute sincerity.

He must be sincere if he wishes to secure the confidence of his customers.

He must be honest and prepared to prove to the prospect's satisfaction any and all statements he makes concerning his product.

His talk should be filled with the fire of enthusiasm and radiate with energy. Enthusiasm is contagious and is a fore-runner to conviction.

He should keep the prospect thinking positively rather than negatively. The power of suggestion here plays an important part.

A salesman must absolutely believe in his products if he is to make others believe in them. The courage of his conviction will then impart additional

force to his sales talk and convince his listener.

One Way to Waste Time.

Salesmen very often resort to irrelevant discussions not bearing upon the subject matter of the sales talk. When these tactics are used merely as a "human interest appeal," which brings the salesman and prospect closer together, they might be admissible as good selling practice.

But if greatly overdone it not only gets the prospect's mind off the main issue, and breaks the thread of thought, but it wastes the salesman's selling time as well.

When we consider the time lost in going from one market to another, the time consumed in waiting for the customer to "get to you," the interruptions during the interview, and deduct this from the day's work, we find that the actual selling time will hardly equal half the total time employed.

In consideration for the company that pays him for this time, as well as for his own best interest, the salesman should devote every possible minute to his sales talk and relegate outside topics to the background.

Yours very truly,

T. R. BRADLEY.

HOW DO YOU ANSWER THIS?

When a retailer complains because your prices are too high, how do you answer him? Here is the "Comeback" one salesman uses:

It is true, Mr. Jones, that our prices are a little higher than what you have been paying. We specialize on quality and the difference in price represents increased value.

You will agree with me, I am sure, that you buy meats to resell them, not to hold them in stock. You are looking for profits. A higher grade product will not only bring you better prices at retail and more profits, but will also give you satisfied customers, thus insuring you a steady trade.



Selling With Samples

The Method One Salesman Uses to Show His Goods

One meat salesman who has found samples a valuable aid to him in his work has contrived a method of showing his goods that involves a minimum of fuss and trouble. He writes:

Editor THE NATIONAL PROVISIONER:

Samples sell more goods than all the cigars and funny stories in the world. They leave a better impression than a second-rate story, and a better taste than a good cigar.

People on the street spend two-thirds of their time looking at samples. This is a trait the retail merchant understands and takes advantage of through neat and attractive displays in his windows.

The merchant likes to see samples before he buys. The salesman who has one good sample to show the retail meat dealer has a greater opportunity of impressing his prospect than has the retail dealer of selling to window shoppers with a car load of samples behind plate glass.

It is true that samples of meat are not as easily carried, but then sales can be made by this method and it pays the salesman to figure out ways and means of showing his goods to his prospects.

Here is one method the salesman can use to show a sample with little inconvenience and trouble.

Sliced bacon, for example, can be bought from one customer and taken to show to a new account. This pound of bacon can be sold to the prospect for him to try at home. Another sample can then be bought from another customer and so on.

When the salesman is through with his work for the day he can sell the bacon he has on hand and buy a fresh box on the following day.

The following week the salesman can follow up the contacts he has made previously.

This time he might carry a sample of a non-perishable article. He can start his sales talk by asking the retailers how they liked the bacon, and follow this up with a description of how it is made, and any other information that may be helpful in making a sale.

Before he sells an order he should explain carefully the policy of the company, and that terms are weekly.

Yours very truly,
M. W. STULTS.

Proven an Asset in New York's Biggest Plants

The latest Recommendation:

ADOLF GOBEL, INC.
MORGAN AND FLUSHING AVENUES
AND ROCK STREET
BROOKLYN, N.Y.



OFFICE OF THE PRESIDENT

March 23rd, 1928.

Automatic Linker Inc.,
152 West 42nd Street,
New York City.

Attention Mr. H. Cohn

Gentlemen:-

Answering your inquiry as to our opinion of the Automatic Frankfurter Linker which we installed several months ago in both the Gobel and Kern plants, wish to advise that up to the present moment it has been operating in a very satisfactory manner.

We expect to get much better results as soon as we have installed the extra rotors and do not believe we will see the real benefit of this Linker until after we have had our entire plant equipped with them.

We hope, in the very near future, to give you the results of a test which we have been running as to the amount of labor saved in the operation of these Linkers.

We would not hesitate to recommend this machine to other manufacturers as we feel that they will get that long felt want in the manufacture of our products.

Very truly yours,

Frank M. Firor,
President,
ADOLF GOBEL
INCORPORATED.

FMF:HLU

FOR FURTHER PARTICULARS WRITE TO:

AUTOMATIC LINKER, INC. 152 West 42nd St, New York, N.Y.

PHONE: WISCONSIN 5681-2-3 & 0986 - - - - - FACTORY: NEWARK, N.J.

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Provision and Lard Markets

WEEKLY REVIEW

Trading Again Quiet—Fluctuations Narrow—Shipments From Packing Points Good—Lard Production Liberal—Hog Receipts Heavy.

There has been a continuation of liberal hog runs again the past week with the receipts at the leading points 600,000 against 425,000 last week. The total receipts at western points since February 25, or for four weeks only, have been 2,816,000, an increase of 708,000 over last year. This enormous movement has prevented any improvement in price of hogs and the change in produce has been comparatively slight. There is enough demand for fresh products to absorb a good deal of the production, but a continuation of such a movement as has been seen is rather disturbing.

The Bureau of Markets report for January covering the figures for the month shows a total slaughter of nearly 1,000,000 hogs over last year for the month, the figures being 5,478,698 against 4,513,603 last year. The average live weight was nearly 2 lbs. per hog under last year, but just about 1 lb. over the three year average. The dressed weight was 171.23 lbs. against 174.20 lbs. last year and a three-year average of 170.90 lbs.

It is rather interesting that the dressed weight for the month of 171.23 lbs. compared with an average of 177.93 lbs. for all last year. The live weight for the month of January was 8.37 lbs. under the average for last year. Lard production per 100 lbs. of live weight continued excellent, amounting to 15.50 lbs. against 15.36 lbs. for all last year.

Cattle Slaughterings Smaller.

The figures for the cattle slaughter showed a decrease of 75,237 for the month, while the live weight decreased 27.11 lbs. and the dressed weight decreased 3.73 lbs. compared with January a year ago. The total product of beef and veal for the month was 387,000,000 lbs. against 444,000,000 lbs. last year, while the hog product was 935,000,000 lbs. against 784,000,000 lbs. last year. The combined product of beef, veal, hogs and mutton was 1,371,000,000 lbs. against 1,272,000,000 lbs. a year ago.

This increase of 99,000,000 lbs., in part, was taken care of by a moderate increase in exports of lard and some increase in distribution of fresh meats, while part of the products of pork went into increased stocks.

The shipments of fresh meats from Chicago the past week increased over 5,000,000 lbs. compared to last year, but there was a decrease in cut meats of 5,000,000 lbs., while lard shipments were just about at a standoff. The total

shipments from Chicago since the first of November have increased 7,000,000 lbs. over last year in meats and 2,000,000 lbs. in lard, indicating that the distribution from Chicago through the season has not reflected the increased home demand which some have claimed.

Lard Exports Greater.

Exports of lard continue to show a fairly good increase over last year, although the total for the past week showed a slight decrease compared with the corresponding week a year ago. The season so far has been quite encouraging, and the fact that the shipments have kept up on a fairly good scale in the past few weeks leads to the belief that there is a real demand for fats on the other side. On the other hand, the demand for meats is very unsatisfactory with the shipments only a few million pounds a week, which condition has been keeping up quite persistently.

The question of how long the movement of hogs will keep up is quite a problem. The winter packing of hogs showed an increase of approximately 2,000,000 and the movement at the leading points in March has shown an increase of 700,000, so that a considerable portion of the increased supply of hogs has already come on the market and been disposed of barring the accumulation in stocks. The April movement is expected to be quite liberal, but the movement is now generally figured as likely to show a relative decrease after next month and gradually run into an ordinary farm marketing in the late summer and fall when the movement begins to feel the effect of the reduced breeding incident to the very unfavorable corn-hog ratio.

PORK—Demand was fair and the market firm, with mess New York quoted at \$31.00; family, \$32.50@34.50; fat backs, \$28.00@32.00. At Chicago, mess was quoted at \$27.00.

LARD—Domestic trade was fairly good and the outward movement rather heavier. At New York, prime western was quoted at \$12.20@12.30; middle western, \$11.95@12.05; city, 11 1/2@11 1/2c; refined Continent, 12 1/2c; South America, 13 1/2c; Brazil kegs, 14 1/2c; compound, car lots, 11 1/2@11 1/2c; smaller lots, 1/4c more. At Chicago, regular lard in round lots was quoted 30c under May; loose lard, 115 under May; leaf lard, 168 1/2 under May.

BEEF—The market was steady, but trade was rather quiet. At New York, mess was quoted at \$23.00@24.00; packet, \$25.00@27.00; family, \$30.00@32.00; extra India mess, \$44.00@45.00; No. 1 canned corned beef, \$3.40; No. 2, \$6.00; South America, \$16.75; pickled tongues, \$55.00@60.00 a barrel.

LARD AND GREASE EXPORTS.

Exports of lard from New York March 1, 1928, to March 28, 1928, 46,611,619 lbs.; tallow, none; grease, 4,931,200 lbs.; stearine, 194,800.

MEAT AND FATS EXPORTS.

Exports of meats and fats during February, 1928, and for the two months ended with February, 1928, with comparisons, are given by the U. S. Department of Commerce as follows:

	1928.	1927.
Total meat and meat products, lbs.	35,144,540	31,267,447
Value	\$ 5,673,361	6,126,907
Total animal oils and fats, lbs.	88,636,072	64,717,039
Value	\$ 11,151,612	8,395,206
Beef and veal, fresh, lbs.	192,946	210,987
Value	\$ 49,226	37,652
Beef, pickled, etc., lbs.	529,623	1,237,913
Value	\$ 14,123	143,292
Pork, fresh, lbs.	1,388,466	564,188
Value	\$ 219,459	95,971
Wiltshire sides, lbs.	33,211	36,056
Value	\$ 5,531	7,584
Cumberland sides, lbs.	264,169	286,836
Value	\$ 40,317	61,996
Hams and shoulders, lbs.	10,976,121	9,510,739
Value	\$ 1,899,423	2,067,711
Bacon, lbs.	10,901,944	9,642,004
Value	\$ 1,415,193	1,691,111
Pickled pork, lbs.	2,622,822	1,950,274
Value	\$ 353,436	288,099
Oleo oil, lbs.	4,629,362	9,206,046
Value	\$ 643,870	946,850
Lard, lbs.	79,871,797	49,883,625
Value	\$ 9,062,104	6,793,058
Neutral lard, lbs.	2,576,532	1,731,417
Value	\$ 349,283	267,091
Lard compounds, animal fats, lbs.	569,229	1,372,363
Value	\$ 74,271	151,015
Margarine of animal or vegetable fats, lbs.	40,564	42,073
Value	\$ 7,183	7,666
Cottonseed oil, lbs.	8,690,169	8,130,933
Value	\$ 727,699	704,295
Lard compounds, vegetable fats, lbs.	414,013	523,759
Value	\$ 54,661	62,568

TWO MONTHS ENDED FEBRUARY.

	1928.	1927.
Total meats and meat products, lbs.	60,341,133	63,753,836
Value	\$ 11,184,950	12,345,132
Total animal oils and fats, lbs.	167,214,236	136,507,455
Value	\$ 21,957,500	17,738,277
Beef and veal, fresh, lbs.	389,879	424,784
Value	\$ 92,595	75,267
Beef pickled, etc., lbs.	1,145,863	2,746,122
Value	\$ 152,034	312,985
Pork, fresh, lbs.	2,643,133	1,076,432
Value	\$ 430,765	207,363
Wiltshire sides, lbs.	154,169	77,323
Value	\$ 24,447	16,948
Cumberland sides, lbs.	690,416	954,567
Value	\$ 108,366	186,663
Hams and shoulders, lbs.	20,039,939	18,383,588
Value	\$ 3,080,543	4,265,088
Bacon, lbs.	22,562,156	19,631,185
Value	\$ 3,011,967	3,464,365
Pickled pork, lbs.	4,706,284	3,510,563
Value	\$ 640,390	600,003
Oleo oil, lbs.	8,988,899	15,701,154
Value	\$ 1,333,504	1,602,153
Lard, lbs.	150,531,500	109,725,564
Value	\$ 19,591,007	14,827,717
Neutral lard, lbs.	4,670,425	3,284,904
Value	\$ 649,786	511,078
Lard compounds, animal fats, lbs.	1,053,553	3,151,816
Value	\$ 143,181	351,928
Margarine of animal or vegetable fats, lbs.	114,042	102,442
Value	\$ 19,910	18,065
Cottonseed oil, lbs.	17,951,635	14,803,855
Value	\$ 1,561,498	1,252,227
Lard compounds, vegetable fats, lbs.	796,993	1,052,891
Value	\$ 109,852	129,135

CANNED MEAT EXPORTS.

Exports of canned meats from the United States during February, 1928, totaled 1,502,832 lbs. and had a value of \$528,426, according to the U. S. Department of Commerce. During the same month last year 1,457,906 lbs. of canned meats having a value of \$513,929 were exported.

PEACOCK BRAND CASING COLORS

for discriminating Sausage Makers
and
VIOLET MEAT BRANDING INK

Our Products Will Pass B. A. I. Inspection



General Offices, Laboratory and Factory
2549-51 MADISON STREET
CHICAGO

Associate Members of Institute of American Meat Packers

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, March 29, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$21.00@22.50	\$20.50@21.50	\$21.00@23.00	\$22.00@23.00
Good	18.00@21.00	20.00@20.50	19.50@22.00	20.00@21.00
STEERS (lt. & Med. Wt., 700 lbs. dn.):				
Choice	20.00@22.00		21.00@23.00	22.00@23.00
Good	18.00@20.00	19.50@20.00	19.00@22.00	20.00@21.00
STEERS (All Weights):				
Medium	16.00@18.00	19.00@19.50	18.00@19.50	18.50@19.50
Common	14.00@16.00		17.00@18.50	
COWS:				
Good	15.00@16.50	17.00@18.00	16.50@18.00	17.00@18.00
Medium	13.50@15.00	16.00@17.00	15.50@16.50	15.00@16.00
Common	12.50@14.00	15.00@16.00	14.50@15.50	13.00@14.00
Fresh Veal (1):				
VEALERS:				
Choice	10.00@22.00		22.00@25.00	
Good	17.00@19.00	15.00@18.00	20.00@22.00	19.00@20.00
Medium	14.00@17.00	13.00@15.00	18.00@20.00	15.00@18.00
Common	12.00@14.00	12.00@13.00	15.00@17.00	12.00@14.00
CALF CARCASSES (2):				
Choice			34.00@37.00	
Good			33.00@35.00	
Medium				
Common				
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	20.00@30.00	29.00@30.00	30.00@32.00	30.00@31.00
Good	28.00@29.00	28.00@29.00	29.00@31.00	29.00@30.00
LAMB (42-55 lbs.):				
Choice	26.00@29.00	26.00@28.00	29.00@31.00	27.00@29.00
Good	25.00@27.00	25.00@27.00	28.00@30.00	26.00@28.00
LAMB (All Weights):				
Medium	25.00@27.00	25.00@27.00	27.00@29.00	
Common	23.00@25.00		26.00@27.00	
MUTTON (Ewes):				
Good	15.00@17.00		18.00@20.00	17.00@18.00
Medium	13.00@15.00		15.00@18.00	15.00@17.00
Common	11.00@13.00		14.00@16.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	15.50@17.00	15.50@16.50	16.00@18.00	15.00@16.50
10-12 lbs. av.	15.00@16.50	15.00@16.00	15.00@17.00	14.50@16.00
12-15 lbs. av.	14.00@15.50	14.50@15.50	14.00@16.00	13.50@14.50
15-18 lbs. av.	13.50@15.00	13.50@14.50	13.50@15.00	13.00@14.00
18-22 lbs. av.	12.50@13.50	13.00@14.00	12.00@13.50	12.50@13.00
SHOULDERS:				
N. Y. Style—Skinned.....	11.00@13.00		11.00@13.00	11.50@13.00
PICNICS:				
4-6 lb. av.		11.50@12.50	12.00@13.00	
6-8 lb. av.		11.50@12.50	10.50@12.00	
BUTTS: Boston Style.....	14.00@15.50		13.00@15.00	14.00@15.00
SPARE RIBS: Half Sheets.....	9.00@11.00			
TRIMMINGS:				
Regular	8.00@10.00			
Lean	14.00@15.00			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil
and Stearine

Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market St. Boston, Mass.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal

40 Rector St.

New York City

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending Mar. 24:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.		Week ending	Jan. 1, '28, to
Mar. 24.	Mar. 26.	Mar. 17.	Mar. 24.
1928.	1928.	1928.	1928.
M lbs.	M lbs.	M lbs.	M lbs.
Total	1,046	1,058	917 24,551
To Belgium	35	13	45
United Kingdom	790	986	645 19,767
Other Europe			356
Cuba	77	35	107 1,929
Other countries	179	37	165 2,481
BACON, INCLUDING CUMBERLAND.		LARD.	
Total	3,034	3,143	3,066 34,128
To Germany	35	13	23 2,084
United Kingdom	1,510	2,335	2,614 16,636
Other Europe	1,115	503	540 9,742
Cuba	1	22	3,239
Other countries	374	198	337 1,817
LARD.		PICKLED PORK.	
Total	14,503	12,845	17,740 215,718
To Germany	3,259	2,696	4,941 52,769
Netherlands	1,287	696	2,460 15,728
United Kingdom	4,291	5,742	5,229 71,107
Other Europe	35	1,948	2,210 22,810
Cuba	1,203	904	1,336 20,677
Other countries	4,428	859	1,794 32,617
TOTAL EXPORTS BY PORTS, Week Ending March 24, 1928.			
Hams and shoulders, Bacon, Lard, pork, M lbs. M lbs. M lbs. M lbs.			PICKLED PORK.
Total	1,046	3,034	14,503 281 190 169 5,851
Boston	29	1	28 24
Detroit	542	304	465 21
Port Huron	120	47	451 68
Key West	77		1,171
New Orleans	12	1	1,887 1
New York	2,653	10,037	17
Philadelphia			166
Portland, Me.	266	28	1,070
DESTINATION OF EXPORTS.			
Hams and shoulders, Bacon, M lbs. M lbs. M lbs. M lbs.			LARD.
Exported to:			
United Kingdom (total)	700	1,814	
Liverpool	295	848	
London	47	594	
Manchester	20	309	
Glasgow	59	269	
Other United Kingdom	369	110	
Exported to:			
Germany (total)			11% c;
Hamburg			3,239
Other Germany			3,239

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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The market the past week showed a little more activity and after displaying a firm tone eased somewhat. Reports indicate that round lots have changed hands at 8½c f. o. b. for extra New York. In some quarters it was contended that this business was in connection with combination lots and that there was no particular change in the firm underlying position. Consumers' ideas, however, appeared to be maintained around the 8½c level. Producers were inclined to hold for better levels and were asking ½ to ¾c more than those figures.

The position of other competing commodities was unchanged, with a steady to firm undertone. The business this week appeared to place tallow again in a well sold-up position. At New York, special was quoted at 8¾c; extra, 8½c; edible, 9¾@10c.

At Chicago, demand continued good for tallow, with offerings light and prices firm. Edible was quoted there at 9¾c; fancy, 9c; prime packer, 8¾c; No. 1, 8¾@8½c; No. 2, 7c. At London, there was no tallow auction this week. At Liverpool, Australian tallow was unchanged to 6d higher, with fine quoted at 39s 3d and good mixed at 38s 3d.

STEARINE—The market in the east met with a good demand and was strong, oleo advancing to 11½c sales and quoted at that figure. At Chicago, the demand was fair and the market firmer, with oleo quoted at 10½@10¾c.

OLEO OIL—Demand was fairly good at New York and the market was firm, with extra quoted at 14½c; medium, 13¾c; lower grades, 12@12½c. At Chicago, demand was fairly good and the market firmly held, with extra quoted at 13½c.

See page 39 for later markets.

LARD OIL—Demand was fair and the market steady and showing no particular change for the week. At New York, edible was quoted at 15¾c; extra winter, 12¾c; extra, 12¾c; extra No. 1, 11½@11¾c; No. 1, 11¾c; No. 2, 10¾c.

NEATSFOOT OIL—Firmness in raw materials served to offset a rather quiet demand and made for a steady undertone. At New York, cold test was quoted at 18½c; pure, 15¾c; extra, 11¾c; No. 1, 11½c.

GREASES—The volume of business that passed in the east the past week was moderate. As a result the undertone was easier, although there were no particular changes in prices. Consumers took hold where supplies were needed, but were not inclined to buy to any extent and showed a tendency to await developments. Offerings were fair, but were not pressed, and while tallow was off slightly, from the best levels of late, nevertheless the position of the greases in general was rather steady.

At New York choice yellow was quoted at 7@7½c; choice house, 6%@7c; A. white, 8¾c; B. white, 7%@8c; choice white, 9¾@9½c.

At Chicago, demand for greases was rather good, with offerings light and the tone very steady. Good inquiries were in evidence for choice white, while medium and low grades were active and higher. At Chicago, choice white was quoted at 8½c; A. white, 8%@8¾c; B. white, 7%@7½c; yellow 7½@7¾c; brown, 7c.

By-Products Markets

Chicago, March 29, 1928.

Blood.

The blood market is nominal at \$4.50 @4.60 per unit ammonia f.o.b. Chicago.

Unit Ammonia.

Ground and unground.....\$4.50@4.60n

Digester Hog Tankage Materials.

Most producers of digester hog tankage are well sold up and trading has been light. Undertone of this market much firmer.

Unit Ammonia.

Ground, 11½@12% ammonia.....\$4.15@4.35 & 10c

Ground, 6 to 8% ammonia.....@4.25

Unground, 11½ to 12% ammonia.....3.75@4.00

Unground, 6 to 8% ammonia.....3.90@4.15

Liquid stick, 7 to 11% ammonia.....3.75@4.00

Fertilizer Materials.

Buyers are interested in this market principally for nearby shipment, as the spring fertilizer season is well advanced. Low grade unground bone tankage can be sold at \$23.00@25.00 per ton, delivered central western points.

Unit Ammonia.

High grd., ground, 10-11% ammonia.....\$4.10 & 10c

Lower grade, ground & ungrd. 6-9% am.....3.75@4.00

Hoof meal.....@3.50n

Bone Meals.

There is little change in the market on bone meals from that of past weeks. This product is rather seasonal, moving largely on contract. Sales of raw bone meal have been made at \$55.00@60.00 per ton.

Per Ton.

Raw bone meal.....\$55.00@60.00

Steam, ground.....28.00@30.00

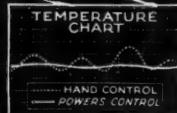
Steam, unground.....26.00@28.00

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed



Heat CONTROL

Powers Thermostatic Regulators

are accurate and dependable. There is one for every process in the packing industry. Write us about any temperature problem troubling you and we will send bulletin describing the type of regulator that will give you the best results.

37 Years of Specialization in Temperature Control

2725 Greenview Ave., Chicago. Also 35 other cities. (RQ 8394A)

POWERS REGULATOR CO.

Cracklings.

First quality unground cake and expeller cracklings can be sold for prompt and future at \$1.15 per unit ammonia delivered middle western points.

Per Ton.

Hard pressed and exp. unground, per unit protein.....\$1.10@1.15
Soft prd. pork, ac. grease & quality 75.00@80.00
Soft prd. beef, ac. grease & quality 45.00@50.00

Gelatine and Glue Stocks.

Sinews, pizzles and hide trimmings still being contracted at \$35.00. Fresh frozen pig skin scraps scarce. Market nominally 4c delivered Chicago and other central western points.

Per Ton.

Kip and calf stock.....@40.00
Rejected manufacturing bones.....52.50@55.00
Horn pits.....45.00@46.00
Cattle jaws, skulls and knuckles.....@40.00
Sinews, pizzles and hide trimmings.....35.00@38.00
Pig skin scrap and trim, per lb.....@4cn

Horns, Bones and Hoofs.

Bones are somewhat easier although there are no accumulations pressing on the market. Clean, dry cattle hoofs being bid for contract at 40 per ton delivered Chicago. Grinding horns at the same price. Packer bones strong; selling at \$45.00; junk bones at \$32.00.

Per Ton.

Horns, according to grade.....\$40.00@150.00
Round shin bones.....55.00@65.00
Flat shin bones.....55.00@60.00
Cattle hoofs.....35.00@40.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

Animal Hair.

Market unchanged. Very good outlet offered for next summer's contract of coil dried hog hair. Prices of all hair dependent on quality.

Coil and field dried.....1½@2c
Processed grey, per lb.....3 @ 5c
Cattle switches, each*.....4 @ 5½c

*According to count.

Pig Skins.

This market is very quiet.

Per Pound.

Tanner grades.....8 @ 9c
Edible, grades, unassorted.....@4c

CRUDE OIL QUALITY GOOD.
Analysis of Cottonseed and Products Shows Improvement.

(Special Report from the Ft. Worth Laboratories.)

Ft. Worth, Tex., March 26.—The results of analyses of cottonseed and products this month show a slight improvement, probably due to the fact that less late seed is being crushed and more of the early seed which was in storage.

The crude oil produced this season in the Southwest has been exceptional in quality. Several years may elapse before the mills will receive the premium for better than prime oils that they have received this season. With the experience the mills have had this season as to the benefits to be derived from good quality oil, they should expend every effort necessary this summer to insure that their oil settling and storage are in perfect order. A few dollars spent this summer along these lines will pay big dividends next season.

CAKE AND MEAL.

	Moisture	Ammonia	Protein	Oil	Standard
Avg. all mills	7.75	8.27	42.50	6.22	0.75
Best avg. result	7.48	8.31	42.69	5.32	0.64
Worst avg. result	8.70	8.48	45.59	7.54	0.88
Avg. this mo. last year	7.80	8.34	42.86	6.34	0.76
Annual av. last yr. 7.03	8.39	43.11	6.52	0.77	

HULLS.

Average Analysis.

	Whole Seeds and Oats	Oil in Hulls	Total Oil	\$ Loss Per T.	Spec. in Standard	Standard
Avg. all mills	0.48	0.73	0.87	0.15	2.32	
Best avg. result	0.00	0.58	0.62	0.05	1.66	
Worst avg. result	0.19	1.16	1.33	0.33	3.55	
Avg. this mo. last year	0.00	0.77	0.83	0.13	2.21	
Annual av. last yr. 0.08	0.69	0.73	0.69	0.09	1.94	

SEED ANALYSIS.

	Moisture	Ammonia	Oil in Seed	% Oil	Gals. Oil	Lbs. Cake	Lbs. % Ammonia	Yield 100 lbs. waste
Avg. all samples	7.99	4.27	17.31	36.3	913			
Best sample av.	7.25	4.46	18.70	39.8	956			
Lowest sample av.	6.91	4.04	16.64	34.6	859			
Av. same mo. last year	8.82	4.24	16.53	34.3	906			
Annual av. last yr. 8.36	4.65	17.21	36.0	931				

CRUDE OIL.

	Refining Loss	Color Red	Acid Free
Avg. all samples	8.3	6.3	1.1
Best sample avg.	5.6	5.1	0.6
Lowest sample avg.	10.8	8.5	1.2
Av. same mo. last yr.	9.7	7.0	1.7
Annual avg. last year	9.3	7.1	1.9

MEAT AND FATS EXPORTS.

Exports of meats and fats during January, 1928, and for the six months ended with December, 1927, with comparisons, are given by the U. S. Department of Commerce as follows:

JANUARY. 1928. 1927.

Total meats and products, lbs.	34,196,593	32,486,389
Value	\$ 5,511,589	6,218,225
Total animals oils, fats, lbs.	78,573,104	71,793,416
Value	\$ 10,805,888	9,343,071
Beef, veal, fresh, lbs.	18,000,000	20,000,000
Value	\$ 4,349,000	3,711,415
Bacon, pickled, etc., lbs.	615,941	1,508,209
Value	\$ 80,822	169,323
Pork, fresh, lbs.	1,253,727	567,244
Value	\$ 211,306	111,392
Wiltshire, sides, lbs.	120,958	41,267
Value	\$ 18,916	9,364
Cumberland sides, lbs.	42,147	667,731
Value	\$ 8,049	124,672
Hams, shoulders, lbs.	10,004,868	9,872,849
Value	\$ 1,781,123	2,197,377
Bacon, lbs.	11,660,212	10,013,176
Value	\$ 1,596,009	1,773,744
Pickled pork, lbs.	1,243,462	1,866,289
Value	\$ 286,954	301,004
Oleo oils, lbs.	4,339,537	6,435,108
Value	\$ 689,634	655,303
Lard, lbs.	70,659,710	59,841,939
Value	\$ 9,628,903	8,034,659
Neutral lards, lbs.	2,093,893	1,553,487
Value	\$ 300,503	243,987
Lard compounds, animal fats, lbs.	484,324	1,770,453
Value	\$ 86,910	200,913

SIX MONTHS ENDED DECEMBER.

1927. 1926.

Total meats, meat products, lbs.	192,013,850	230,074,950
Value	\$ 32,738,543	48,085,240
Total animals oils, fats, lbs.	374,885,218	388,357,201
Value	\$ 51,084,555	57,535,549
Beef, veal, fresh, lbs.	806,142	1,151,977
Value	\$ 163,225	190,295
Beef, pickled, etc., lbs.	6,942,464	10,908,179
Value	\$ 764,511	1,204,161
Pork, fresh, lbs.	4,272,923	6,917,474
Value	\$ 738,919	1,489,181
Wiltshire, sides, lbs.	51,931	67,753
Value	\$ 11,030	17,1,201
Cumberland sides, lbs.	5,095,464	5,510,836
Value	\$ 882,748	1,288,123
Hams and shoulders, lbs.	57,406,878	77,536,072
Value	\$ 11,153,615	19,504,605
Bacon, lbs.	51,822,491	64,522,068
Value	\$ 7,720,670	14,523,252
Pickled pork, lbs.	15,430,671	14,121,962
Value	\$ 2,118,325	2,332,033
Oleo oils, lbs.	31,979,467	45,917,902
Value	\$ 4,480,398	5,469,924
Lard, lbs.	320,369,962	314,879,650
Value	\$ 43,676,781	48,478,848
Neutral lard, lbs.	8,754,701	8,414,586
Value	\$ 1,302,652	1,434,457
Lard compounds, animal fats, lbs.	3,263,982	2,823,313
Value	\$ 423,198	655,251

approved by the Commission, although they were not actually disapproved.

The Commission concluded it could not affirmatively approve and undertake to enforce them because it could not predict in every case what the results of such procedure would be. The Commission preferred to have entire freedom of action in any future developments.

Rules adopted in group number one provide in effect for the following: 1—packing of all edible oils, other than olive oil, in standard size containers of full gallons, full quarts or full pints, with 7.7 pounds as standard net weight per gallon for such oils and 7.61 pounds per gallon as standard weight for olive oil;

2—Labeling containers with no name other than that of the oil contained therein nor with pictures or symbols except those representing the oil contained therein; and,

3—No packing of edible oil for resale in odd-size containers simulating in size or shape standard-size containers designed to hold, and known to the public to hold, quantities of five full gallons or other standard measurements.

Rules designated as group number two provide in effect for the following: 4—Marking of names and addresses of packers or distributors on all containers in which edible oil is packed, and

5—No advertising, selling, or offering of edible oils for sale under such designations as "salad oil" or "vegetable oil," unless accompanied by the common name of the oil or oils so sold or offered for sale.

MARGARINE MATERIALS USED.

Oleomargarine produced and the materials used in its manufacture during January, 1928, with comparisons for the same month last year, were as follows, according to the U. S. Bureau of Internal Revenue:

	January, 1928.	January, 1927.
	Pounds.	Pounds.
Total production uncolored oleomargarine	24,818,463	21,500,222
Ingredient schedule for uncolored oleomargarine:		
Butter	202,922	195,681
Cocoanut oil	12,707,811	9,450,970
Corn oil	2,700	6,425
Cottonseed oil	2,003,415	1,878,451
Edible tallow	5,100	21,000
Milk	6,719,671	5,886,134
Mustard oil	4,260	5,740
Neutral lard	2,135,362	1,967,627
Oleo oil	3,157,702	3,750,745
Oleo stearine	433,535	385,838
Palm oil	110,194	168,155
Palm oil	80,630	49,062
Palm-kernel oil	19,785	3,000
Peanut oil	509,354	475,504
Salt	2,107,846	1,900,546
Sesame oil	1,040	1,620
Soda	8,032	6,466
Vanilla extract	22	56
Total	30,209,391	26,052,994

Total production colored oleomargarine

1,386,231, 1,241,821

Ingredient schedule for colored oleomargarine:		
Butter	2,432	300
Cocoanut oil	482,983	386,213
Corn oil	1,882	560
Corn oil	158,339	184,463
Cottonseed oil		22,696
Edible tallow		401,294
Milk	153,652	134,561
Neutral lard	296,622	205,854
Oleo oil	35,375	5,675
Oleo stearine	11,427	24,445
Palm oil	24,104	4,830
Palm-kernel oil	3,586	0
Peanut oil	34,740	27,001
Salt	111,401	104,281
Soda	123	100
Total	1,787,150	1,544,551

The Blanton Company

ST. LOUIS

Refiners of

VEGETABLE OILS

Manufacturers of

SHORTENING

MARGARINE

Vegetable Oil Markets

WEEKLY REVIEW

Market Moderately Active—Undertone Firm—Crude Very Steady—Cash Trade Slow—Outside Markets Steady—Sentiment Mixed.

The volume of trade in cotton oil futures on the New York Produce Exchange the past week was of moderate proportions, and prices again backed and filled over modest limits. The undertone was firm, prices coming back readily from the decline. Trade was of a mixed character and without any particular significance as a whole, with selling pressure showing some increase on the swells while support developed on the breaks.

The outstanding operations were the persistent selling of the May delivery by commission houses, regarded as liquidation. These offerings were readily absorbed by refiners' brokers, presumably covering of hedges. It was noticeable that the futures were not being sold to any extent against the May purchases. This created the impression that cash business was fair, but reports from leading refiners and cash circles indicated that, as a whole, demand for oil and compound from consumers was slow.

Peculiarly enough, however, the stearine market was very firm, oleo advancing locally to 11 1/4c sales. Some found it difficult to reconcile the buying of May and the strength in crude with the reports of slow cash trade. However, part of the buying of May was believed to have been due to its relative cheapness compared with crude oil.

Speculative Buying Smaller.

The past week has witnessed somewhat of a letup in active speculative buying, but this important feature was materially offset by an absence of any particular selling pressure and notably by a lack of fresh hedge pressure in volume on the futures.

The smallness of hedge selling was partly due to the fact that mills were holding firmly, but in a true sense the lack of hedge pressure is in a large way the result of the fact that cash business from day to day, even though small, probably exceeds the fresh purchases of crude oil.

In the southeast and Valley crude was 8 1/2c for a time reacting 1/2c later. In Texas the market was quoted at 8 1/2c at one period and sold later at 8 1/2c, which figure was bid. Future shipment crude was 1 1/2c higher.

Reports indicated that the buying of crude oil the past week has mostly come from packing quarters, as it was said that practically none of the larger refiners had been paying these prices. In some quarters there is still a disposition to look for considerable crude to come out, but others are more positive that the amount of unsold crude in mill hands has been somewhat overestimated.

Hog Run Smaller.

The spread between May and the later months showed very little change

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 29, 1928.—The demand for both crude and refined has improved, with offerings light, especially from Texas. Unfavorable cold and rainy weather and moderate hog runs contributed to firmness. Crop outlook and development in corn and lard will largely influence the market. Crude, firm at 8 1/2c valley; 8 1/2c Texas. March disappearance will likely exceed 300,000 barrels. Large buying orders here for July and September futures.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 29, 1928.—Crude cottonseed oil, 8 1/2c@8 1/2c Valley. There is very light trading. Loose cottonseed hulls, 11 1/4@11 1/2c; forty-one per cent cottonseed meal, \$51.75 Memphis.

Dallas.

(Special Cable to The National Provisioner.)

Dallas, Tex., March 29, 1928.—Dallas markets on prime cottonseed oil, delivered Dallas, \$43.00; prime crude oil, 8 1/2c; Forty-three per cent cake and meal, f. o. b. Dallas, \$50.00; hulls, \$12.00; mill run linters, 4 1/2c@6c. The market is quiet and the weather fair.

during the week. The open interest in the May delivery was variously estimated at from 100,000 to 200,000 bbls. The liquidation has been carried on quite orderly and has met with ready response by shorts and refiners but at around 10c for May, there appeared to be quite a little oil for sale.

In a large way the developments in the market reflected the trend in cotton, corn and lard. The lard market was quite heavy for a time but rallied somewhat following a letup in the hog run from that experienced of late, although compared with a year ago, the hog receipts continue fair. Weather conditions for field work during the week were of a favorable nature, and the continuance of this climatic condition will probably find farmers busy in the fields and a further falling off in the hog run.

Demand for cash lard was reported fairly good throughout the week. Estimates on March oil consumption have been running from 325,000 to 350,000 bbls. but in some refining quarters, ideas are that the month's distribution will be closer to 300,000 bbls. Deliveries against old orders, however, were reported as good this week and it was quite evident that the market was paying little attention to statistics.

Some were discussing the question of the carryover at the end of this season, and these debates appeared to end with a noticeable desire to find out whether or not the carryover would be in strong hands. At the present time the bulk of the visible stocks appeared to be in strong refiners' hands. The packers, it is said, are none too well supplied with oil. If such is the case, there is little or no possibility of the oil getting out of the hands of the larger refiners as far as the surplus is concerned and the impression locally is, that following last season's experience, the larger refiners have already taken precautions against being caught short of oil supplies between seasons.

Reports from the south continue to indicate prospects for a fair acreage. This however, had little effect as the trade is showing more interest in what the first weevil report might show with the latter expected very shortly.

COTTONSEED OIL—Market transactions:

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED

COTTON SEED OIL

CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The large dealer, the small dealer, EVERY dealer, must have the best to compete successfully in the trade of today

**The Crusher—The Refiner—
The Investor—The
Manufacturer—**

Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange, deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

Always Use YOUR Cotton Oil Market!

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

New Orleans Cotton Exchange

The Procter & Gamble Co.

Refiners of all Grades of

**COTTONSEED
OIL**

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Cocoanut Oil
P&G SPECIAL (hardened) Cocoanut Oil

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29 Broadway
NEW YORK CITY

Brokers Exclusively
ALL VEGETABLE OILS
In Barrels or Tanks

COTTON OIL FUTURES
On the New York Produce Exchange

Friday, March 23, 1928.

	—Range—			Closing
	Sales.	High.	Low.	Bid. Asked.
Spot		973	a	975
Mar.	500	975	975	973 a 975
Apr.		973	a	975
May	9300	981	975	980 a 982
June		999	a	1010
July	2300	1020	1011	1017 a 1018
Aug.	100	1030	1030	1031 a 1035
Sept.	9900	1044	1035	1043 a 1044
Oct.	1700	1040	1038	1042 a 1045

Total Sales, including switches, 23,800 bbls. P. Crude S. E. 8½% Bid.

Saturday, March 24, 1928.

	—Range—			Closing
	Sales.	High.	Low.	Bid. Asked.
Spot		965	a	985
Mar.	500	975	975	975 a 980
Apr.		970	a	980
May	2400	989	981	988 a 989
June		1008	a	1015
July	4700	1025	1020	1025 a ...
Aug.	200	1038	1037	1039 a 1042
Sept.	1100	1050	1044	1050 a ...
Oct.		1049	a	1055

Total Sales, including switches, 8,900 bbls. P. Crude S. E. 8½% Nominal.

Monday, March 26, 1928.

	—Range—			Closing
	Sales.	High.	Low.	Bid. Asked.
Spot		a	...	...
Mar.	500	1007	1007	975 a ...
Apr.	500	985	985	985 a 1000
May	12900	1001	990	1000 a ...
June		1017	a	1022
July	4300	1036	1030	1030 a ...
Aug.	600	1048	1044	1042 a 1045
Sept.	4600	1060	1056	1056 a 1057
Oct.	200	1055	1053	1055 a 1058

Total Sales, including switches, 23,600 bbls. P. Crude S. E. 8½@8¾%.

Tuesday, March 27, 1928.

	—Range—			Closing
	Sales.	High.	Low.	Bid. Asked.
Spot		975	a	...
Mar.		975	a	...
Apr.		975	a	...
May	5400	999	995	995 a ...
June		1013	a	1018
July	1900	1029	1022	1024 a 1022
Aug.	100	1038	1038	1038 a ...
Sept.	3300	1057	1050	1050 a ...
Oct.	400	1056	1054	1048 a 1053

Total Sales, including switches, 11,100 bbls. P. Crude S. E. 8½ Bid.

Wednesday, March 28, 1928.

	—Range—			Closing
	Sales.	High.	Low.	Bid. Asked.
Spot		975	a	...
Mar.		975	a	...
Apr.		975	a	...
May	3600	1002	996	1001 a ...
June		1017	a	1020
July	2800	1030	1025	1028 a ...
Aug.		1042	a	1046
Sept.	4000	1056	1052	1056 a 1058
Oct.		1055	a	1057

Total Sales, including switches, 10,400 bbls. P. Crude S. E. 8½ Bid.

Thursday, March 29, 1928.

	—Range—			Closing
	Sales.	High.	Low.	Bid. Asked.
Spot		975	a	...
Mar.		975	a	...
Apr.		975	a	...
May	1007	1001	1002	a ...
June		1017	a	1023
July	1034	1028	1029	a 1032
Aug.	1050	1045	1047	a 1048
Sept.	1064	1058	1058	a 1060
Oct.	1060	1060	1057	a 1062
Nov.		1030	a	1055

See page 39 for later markets.

COCOANUT OIL—Demand was moderate and the market barely steady, but selling pressure was not great. Copra was firm and it was evident that producers and consumers were apart in their ideas. At New York, tanks were quoted at 8½@8¾%. Pacific coast nearby tanks were quoted at 8½c; futures, 8½c.

PALM OIL—A slow to fair business was reported, but the market was firm due to scarcity of spot oil and lack of pressure from the larger importers. At New York, spot Nigre was quoted at 7@7½c; shipment Nigre, 6.85c; spot Lagos, 7@7½c; shipment Lagos, 7.55c.

PALM KERNEL OIL—Demand was slow and interest routine, but the tone was steady as offerings were well held. At New York, tanks were quoted at 8½@8¾c; casks, 8¾c@9c.

CORN OIL—Demand was rather quiet, but the market very steady. Prices were quoted at 8¾c f.o.b. mills.

SOYA BEAN OIL—The position at the Pacific coast was purely nominal, as there is a complete scarcity of oil there. At New York, the tone was firm, with demand fair and barrels quoted 12½c, with tanks at 10½c.

OLIVE OIL FOOTS—Demand was moderate but the market very steady as spot supplies are strongly held. At New York, spot foots were quoted at 10c; April, 9c, May-June, 8¾c.

SEASAME OIL—Market nominal. **PEANUT OIL**—Market nominal.

COTTONSEED OIL—Demand for spot oil was rather slow, but the spot market was steady with the futures. Store stocks here are still around 17,000 bbls. Crude was steady with pressure limited. In the southeast and Valley, 8½c was bid, while the Texas market was practically the same.

CHEMICALS AND SOAP SUPPLIES.
(Special Report to The National Provisioner).

New York, Mar. 28, 1928.—Latest quotations on chemicals and soap makers' supplies:

Extra tallow, f. o. b. seller's plant, 8½c lb.; Manila cocoanut oil, tanks New York, 8¾c lb.; Manila cocoanut oil, tanks coast, 8¾c lb.; Cochin cocoanut oil, barrels New York, 11c lb.

P. S. Y. cottonseed oil, barrels New York, 11½@11¾c lb.; crude corn oil, barrels New York, 11½c lb.; olive oil foots, barrels New York, 10½c lb.; 5 per cent yellow olive oil, barrels New York, \$1.25@1.30 gal.

Crude soya bean oil, barrels New York, 11½@12¼c lb.; palm kernel oil, barrels New York, 9½c lb.; red oil, barrels New York, 9½@9¾c lb.; Nigre palm oil, casks New York, 6.95c lb.; Lagos palm oil, casks New York, 7.80c lb.; glycerine (soaplye) 8c lb.

COTTON OIL TRADING BILL.

The Texas bill to regulate cotton oil transactions on future exchanges has been referred back to the committee on agriculture and forestry of the United States Senate. This was done at the request of Senator Copeland of New York, who said he had no objection to the bill retaining its place on the senate calendar, but felt that the New York Produce Exchange should have its requested opportunity to be heard.

The Week's Closing Markets

FRIDAY'S CLOSINGS.

Provisions.

Hog products backed and filled the latter part of the week with the under-tone steady. The hog run was more moderate and hogs steady. Export clearances of lard were good, but selling by packers and warehousemen satisfied commission house demands.

Cottonseed Oil.

Cotton oil was quiet but very steady. The feature was the May liquidation which was absorbed by refiners. The general tendency is to await developments. Southeast Valley crude, 8½¢ sales and bid; Texas, 8½¢ bid. Very little oil is coming out; sentiment generally is mixed.

Quotations on cottonseed oil at Friday noon were: April, \$9.95 bid; May, \$10.04@10.06; June, \$10.15@10.25; July, \$10.32; August, \$10.45; September, \$10.59@10.61; October, \$10.57@10.62; November, \$10.30@10.55.

Tallow.

Tallow, extra, 8½¢ bid.

Stearine.

Stearine, 11c.

FRIDAY'S GENERAL MARKETS.

New York, Mar. 30, 1928.—Spot lard at New York: Prime western, \$12.15@12.25; middle western, \$12.10@12.20; city, 11½@11¾¢; refined continent, 12.50¢; South American, \$13.50; Brazil kegs, \$14.50; compound, \$11.50.

HULL OIL MARKET.

Hull, England, March 29, 1928.—(By Cable.)—Refined cottonseed oil, 37s 9d; crude cottonseed oil, 33s 6d.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, March 1, 1928, to March 28, 1928, none.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Mar. 24, 1928:

Point of origin.	Commodity.	Amount.
Canada—Calf carcasses		808
Canada—Beef cuts		43,793 lbs.
Canada—Worl cuts		30,163 lbs.
Canada—Smoked pork		9,564 lbs.
Canada—Meat products		7,154 lbs.
Italy—Sausage		49,987 lbs.
Italy—Smoked hams		7,889 lbs.
Italy—D. S. pork		383 lbs.
Holland—Potted liver		1,766 lbs.
Germany—Sausage		1,173 lbs.
Germany—Smoked hams		1,603 lbs.
Germany—Cooked hams		2,090 lbs.
Czechoslovakia—Cooked hams		510 lbs.
South America—Beef extract		35,056 lbs.
South America—Corned beef		207,000 lbs.
Ireland—Smoked pork		3,647 lbs.
England—Corned beef		360 lbs.

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Mar. 24, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,731	8,800	9,425	18,570
New York	830	4,060	23,225	3,021
Central Union	2,814	1,146	16,190	402
Total	7,375	14,006	48,840	21,998
Previous week	6,590	14,777	30,557	35,045
Two weeks ago	7,823	12,885	33,756	33,828

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, March 30, 1928.—General provision market showing a little more firmness on spot prices, with a fair trade developed on A. C. hams for deferred shipment. Better demand for Cumberlands and bellies; square shoulders and pure lard fair.

Today's prices are as follows: Liverpool shoulders, square, 60s; hams, American cut, 78s; hams, long cut, 82s; Cumberland cut, 68s; short backs, 74s; picnics, 58s; bellies, clear, 71s; Canadian, none; spot lard, 59s 6d; Wiltshire, none.

EUROPEAN PROVISION CABLES.

The market at Hamburg was rather quiet, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 3,632 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 130,000 at a top Berlin price of 12.11 cents a pound, compared with 90,000 at 14.06 cents a pound, for the same week last year.

The Rotterdam market remains about the same as last week with a slight tendency toward improvement.

The market at Liverpool was firm showing an improvement for American bacon.

The total of pigs bought in Ireland for bacon curing was 20,000 for the week.

The estimated slaughter of Danish hogs for the week ending March 23, 1928, was 95,500.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to March 30, 1928, show exports from that country were as follows: To England, 103,940 quarters; to the Continent, 3,962; others, none.

Exports for the previous week were as follows: To England, 103,142 quarters; to the Continent, 8,668; others, none.

SHEEPSKIN STOCKS.

Stocks of sheep, lamb and cabretta skins, both raw stock and leather, subject to correction, for February, 1928, with comparisons for the previous month, are given by the U. S. Department of Commerce as follows:

	Feb. '28.	Jan. '28.
Sheep and Lamb	4,655,469	5,063,736
Cabretta	501,473	679,789

FINISHED LEATHER AT TANNERS.

	Feb. '28.	Jan. '28.
Sheep and Lamb	2,580,439	2,724,713
Cabretta	607,704	609,862
IN PROCESS END OF MONTH.		
Sheep and Lamb	5,176,203	5,040,239
Cabretta	587,593	511,158
PRODUCTION DURING MONTH.		
Sheep and Lamb	3,192,574	3,033,613
Cabretta	325,242	330,736

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, March 29, 1928.

Ground tankage sold at \$4.65 & 10c f.o.b. New York, which is a drop in price from last sales. More is offered at this figure. Product is not moving and no doubt lower prices will follow. Unground sold at \$4.35 & 10c here. Stocks of unground are very limited.

The spot stocks of ground dried blood were cleaned up at \$5.10 f.o.b. which is the price now asked for shipment about the middle of April.

Sulphate of ammonia is selling all the way from \$54.00 to \$60.00 per ton delivered in bulk depending upon destination.

Nitrate of soda is scarce at some Southern ports for spot delivery and higher prices may be looked for.

Nitrogenous material for immediate delivery has sold up to \$4.85 per unit f.o.b. southern ports.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending Mar. 24, 1928, with comparisons, as follows:

	Week ending Mar. 24.	Prev. week.	Cor. week.
Western drsd. meats:			
Steers, carcasses	6,445	6,727	6,8261
Cows, carcasses	594	802½	394
Bulls, carcasses	131	113	88
Veals, carcasses	10,381	8,535	11,613
Lambs, carcasses	19,217	20,103	18,997
Mutton, carcasses	1,601	2,583	2,532
Beef cuts, lbs.	205,337	402,199	195,198
Pork cuts, lbs.	1,321,714	1,503,833	1,336,747
Local slaughters:			
Cattle	8,662	8,352	8,934
Calves	14,848	14,528	15,729
Hogs	60,884	62,846	47,208
Sheep	43,360	41,961	45,589

BOSTON MEAT SUPPLIES.

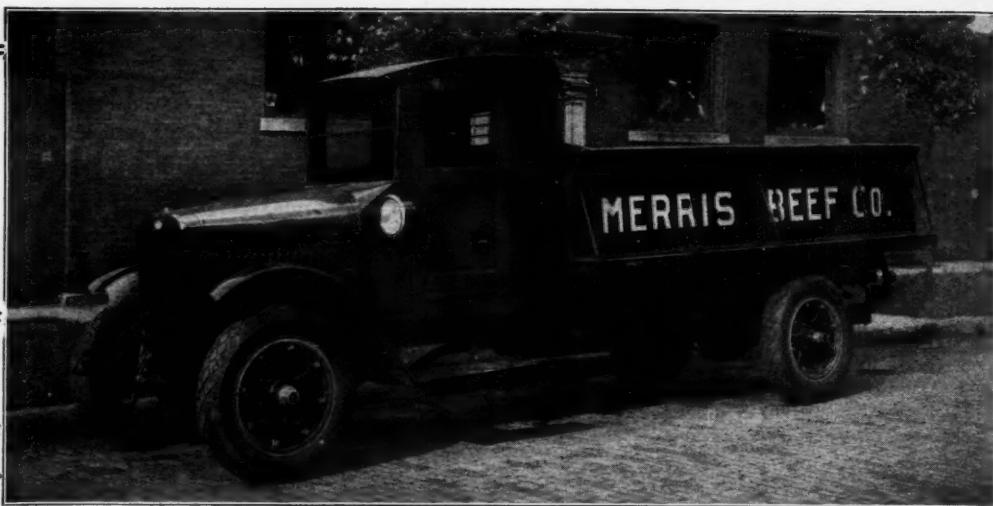
Receipts of western dressed meats and slaughters under federal and city inspection for the week ended March 24, 1928, with comparisons are officially reported as follows:

	Week ending Mar. 24.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	1,644	1,539	2,485
Cows, carcasses	1,982	2,192	2,238
Bulls, carcasses	76	69	47
Veals, carcasses	1,783	1,197	1,418
Lambs, carcasses	12,463	14,341	8,883
Mutton, carcasses	421	449	402
Pork, lbs.	578,069	534,147	392,559
Local slaughters:			
Cattle	1,210	1,155	1,144
Calves	4,145	3,830	4,173
Hogs	16,505	20,212	9,741
Sheep	2,174	2,390	2,415

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ending Mar. 24, 1928, with comparisons, were as follows:

	Week ending Mar. 24.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	1,916	1,902	2,523
Cows, carcasses	983	874	992
Bulls, carcasses	232	222	373
Veals, carcasses	2,206	2,210	2,179
Lambs, carcasses	9,168	9,916	8,666
Mutton, carcasses	1,140	879	920
Pork, lbs.	715,106	704,488	496,628
Local slaughters:			
Cattle	1,584	1,667	1,930
Calves	2,434	2,493	2,535
Hogs	18,529	20,180	14,025
Sheep	4,163	4,114	5,905



Indiana, Penn.
August 8, 1927

International Harvester Company of America,
Chicago, Illinois

Gentlemen:

We have been using International Trucks at our other plants for a number of years and our superintendent suggested that we try them out at our Indiana house.

In the spring of 1927, we bought a 1 1/2-ton Speed Truck which is on the road six days of every week and has been driven about 10,000 miles. Up to date it has not cost us a cent of expense, which we believe is due to the service we receive from your service station at Pittsburgh, Pa.

Truck repairs have been very high on our other trucks, and in the near future we expect to replace them all with Internationals.

Yours very truly,

MERRIS BEEF COMPANY,
(Signed)—L. F. Jordan, Manager.

There's an INTERNATIONAL TRUCK for Every Hauling Need

The International line of Motor Trucks includes the 3/4-ton Special Delivery; Speed Trucks, 4- and 6-cylinder, 1 1/4-, 1 1/2-, and 2-ton; and Heavy-Duty Trucks, double-reduction and chain-drive, to 5-ton.

... and Service for Every Truck

International Harvester owns and maintains 160 Company branches in the United States and Canada and offers service facilities in all parts of the world through adequate representation. Service is "always around the corner," ready to aid in any emergency and to safeguard the needs of International owners.

Ask the Nearest Branch or Dealer to Demonstrate

or Write Direct for Our Provisioners' Folder

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Hide and Skin Markets

Chicago.

PACKER HIDES—A further advance of 1½c was obtained this week on branded cows, and a full cent on all other descriptions. While no movement of heavy native cows is yet reported, these were bid up a cent and holders are asking a further ½c. The movement was fairly large, considering the smaller production reported; around 60,000 hides, all current take-off, were reported moving. Heavy native steers were the first to move at the advance, and considerable strength was added to the market by news on Wednesday that South American market had advanced a full gold dollar that morning, followed by a further advance of a half dollar more that afternoon. Market strong and fairly well cleaned up, except for heavy native cows.

Spready native steers nominally 27c. Heavy native steers last sold at 25c, with bulk of trading at this figure; earlier, a car of St. Pauls moved at 25c and some regular points at 24½c, and at the close of last week about 3,000 regular points moved at 24½c. Extreme native steers sold in a small way at 25c.

Butt branded steers moved at 24½c and Colorados at 24c. Heavy Texas steers brought 24½c; light Texas steers sold at 24c; extreme light Texas steers sold with branded cows at 24c, full 1½c advance.

No trading as yet in heavy native cows, but 24c is bid, or a full cent over last week, and 24½c firmly asked. Light native cows were cleaned up early, around 12,000 bringing 25c. Branded cows very strong and about cleaned up at 24c, or 1½c up.

Native bulls last sold at 20c and up to 21c now talked. Branded bulls nominally around 19½c.

SMALL PACKER HIDES—The first trading in April hides appeared early in the week, when one local small packer with plants here and outside moved April production of around 12,000 hides at 24½c for all-weight native steers and cows and 23½c for branded; native bulls sold at 19½c and branded bulls 18½c. However, following the active packer market later, these prices no longer represent the market and 25c is now bid for April natives and 24c for branded. Market in a very firm position.

COUNTRY HIDES—Market very strong, and with the apparent strength in the packer market, there is little disposition on the part of dealers to offer hides. Good all-weights generally held at 23@23½c, selected, delivered. Heavy cows priced 20½@21c, with heavy steers alone quoted around 22c. Good 45/60 lb. buff weights sold early at 22c but now held at 23@23½c. Asking 24½@25c for good 25/45 lb. extremes, with offerings light. Bulls firm, around 17½@18c nominally. All-weight branded quoted 21@21½c, Chicago freight.

CALFSKINS—Last confirmed trading in packer calf was at 30½c, although a small lot reported moved later at 31c; now asking 32c, firmly.

First salted Chicago city kips quoted firmly held at 30c, with unconfirmed

reports of trading earlier at 29c. Outside city skins 29@30c asked. Mixed cities and countries 27@28c asked.

KIPSKINS—One packer reports February kips moved late last week; had been asking 28½c for natives, 28c for over-weights and 26c for branded. Now asking 29c for natives in other directions.

First salted Chicago city kips quoted 27@28c, with top figure asked. Outside cities nominally around 26@26½c. Mixed cities and countries 25@26c, nom.

Packer regular slunks quoted around \$1.50 nominally, with \$1.40 last paid. Hairless last sold at 80c and 85@90c asked.

HORSEHIDES—Market stronger and \$7.50@8.00 asked for fairly good mixed lots, with renderers quoted up to \$8.75, nom.; offerings light.

SHEEPSKINS—Dry pelts quoted 30@32c per lb., according to section. One packer sold a car of shearlings, running mostly No. 2's, at \$1.10, steady price for this grade; better percentage of No. 1's would bring \$1.25. Pickled skins steady and quoted around \$9.00 per doz. straight run of packer lamb; ribby lambs last sold at \$8.75, blind ribbies at \$9.75. New York market quoted \$8.75@9.00 per doz. straight run of city lamb. Pickled sheepskins firm and quoted around \$10.50 per doz. for straight run of packer sheep; ribby sheep last sold at \$9.75 and sold ahead in some quarters; blind ribby sheep last sold at \$11.50. Packer wool lambs quoted \$4.45 per cwt. live lamb at Chicago; quoted on piece basis around \$3.25@3.90. Packer sheepskins quoted on piece basis around \$3.00@3.50. Small packer lambs priced \$3.25@3.80.

PIGSKINS—No. 1 pigskin strips 8c bid and 8½c asked, with earlier sales at 8c, Chicago freight. Gelatine stocks nominally around 4c.

New York.

PACKER HIDES—Market active late this week and sharply higher. Practically all March hides except bulls were cleaned up and around 30,000 to 35,000 hides moved. Full Chicago prices were obtained, or 25c for native steers, 24½c for butt brands and 24c for Colorados. Spready native steers nominally 27c; a small car sold before the advance at 26c, dating January to date. Bulls nominally 20@21c.

COUNTRY HIDES—Market strong and somewhat excited, following advance in packer market. Extremes generally held at 24½@25c, buff weights at 23c and up to 23c talked for all-weights.

CALFSKINS—Market active and around 20,000 calfskins reported sold during the period, at \$8.10 for 7-9's and \$4.10 for 9-12's; last trading in 5-7's reported at \$2.35 but higher now asked. One car of 12-17 lb. kips moved at \$4.65. Asking up to \$6.60 for 17-lb. up.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask the "Packer's Encyclopedia," the meat packer's guide.

PROFITABLE HIDE TAKE-OFF.

(Continued from page 19.)

2 hide as 1c, he is thus saving \$3.27 per hundred cattle killed. Of this sum 57 per cent, or \$1.86, is turned back to the gang, leaving the packer a net gain of \$1.41.

Saving is Worth While.

Inasmuch as the kill of this packer totals up to thousands of cattle each day, it will readily be seen that he has made a saving that is very much worth while, and decidedly worth the effort.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Mar. 24, 1928, 3,522,000 lbs.; previous week, 4,212,000 lbs.; same week, 1927, 3,653,000 lbs.; from Jan. 1 to Mar. 24, 61,061,000 lbs.; same period, 1927, 58,107,000 lbs.

Shipments of hides from Chicago for the week ending Mar. 24, 1928, 5,150,000 lbs.; previous week, 5,764,000 lbs.; same week, 1927, 4,569,000 lbs.; from Jan. 1 to Mar. 24, 61,157,000 lbs.; same period, 1927, 69,034,000 lbs.

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending March 24, 1928, were 5,153 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Mar. 31, 1928, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending Mar. 30, '28.	Previous week.	Cor. week,
Spr. nat. str.	@27n	@2in	@18x
Hvy. nat. str.	@25	@24b	@14½
Hvy. Tex. str.	@24½	@23½	@14
Hvy. butt			
brnd'd str.	@24½	@23½	@14
Hvy. Col. str.	@24	@23b	@13½
Ex-light			
Tex. str.	@24	@22½b	@13
Brnd'd cows.	@24	@22½b	@13
Hv. nat. cows	24b@24½ax	@23b	@13
Light nat.			
cows		@24b	@14½
Nat. bulls..	.20	.21	.19½@.20
Brad'l. bulls..	@19½@.32	@18@.31	.0½@.10
Calfskins	.30½@.32	@30½	@17½ax
Kips, nat. .28	@29	27	@27½
Kips, ov-wt..	@28	@26	17N@168
Kips, brnd'd..	@26	@24	@14n
Slunks, reg..	@1.50n	@1.50ax	1.15b@1.20ax
Slunks, hris..85	@90ax	80@85n	70@75
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

Nat. all-wts..	@25b	23½@24n	@14½
Brnd'd	@24b	@22½n	@13½
Nat. bulls..	@19½	18½@15	@9½
Brnd'd bulls..	@18½	17@18n	@8½
Calfskins	@30a	@28n	@16½ax
Kips ..27	@28n	25½@26	16@16½ax
Slunks, reg..1.20@1.40n	1.00@1.35n	90@95n	70@75
Slunks, hris..75	@80n	70@80n	40@45n

COUNTRY HIDES.

Hvy. steers ..	@22n	21@21½	12 12½ax
Cows ..	@24b	@22½n	@12ax
Buff.	23	@23½ax	21½@22½
Bulls ..	17½@18n	17	@17½
Extremes ..	24½@25n	24@24½	14½@15½ax
Calfskins ..	25	@25½	@13½ax
Kips ..23½@24n	23	@23½	@13½ax
Light calf ..1.60@1.75	1.50@1.60	1.00@1.10	1.00@1.10
Deacons ..1.60@1.75	1.50@1.60	1.00@1.00	1.00@1.00
Slunks, reg..75	75	@85	60@70
Slunks, hris..30	30@40	30@40	15@25
Horsehides ..7.50@8.75	7.50@8.50	4.25@5.50ax	
Hogskins ..80	@85	75@85	@40

SHEEPSKINS.

Pkr. lambs ..3.25@3.90	3.25@3.90	1.80@2.00
Sm. packer		
lams ..3.25@3.80	3.25@3.80	
Pkr. shrugs ..1.10@1.25	1.10@1.25	92½@1.05
Dry pelts ..30	@32	28@31

Live Stock Markets

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., March 29, 1928.

CATTLE—Compared with week ago weighty matured steers 25@40c higher; light kinds and yearlings, steady to 25c up; fat cows and beef heifers, largely 25c higher; bulls, 25@40c higher; choice weighty vealers, \$1.00 higher, with light kinds, after most violent fluctuation in trade history, 50@75c higher. General steer and yearling trade much more active than last week, responding quickly to expanded shipper demand; weighty kinds relatively scarce; week's extreme top, \$15.10; "upper crust," \$14.50@15.00; best long yearlings, \$14.35; heifer yearlings, \$13.85. Liberal supply light heifer and mixed yearlings, \$11.50@13.25. Heavy sausage bulls reached \$8.50; choice kosher vealers touched \$17.00, such kinds closing largely at \$15.50@16.50; light vealers closed at \$12.50 to \$13.00 against \$15.00 to \$15.50 on Tuesday.

HOGS—Unusually narrow price fluctuations the outstanding feature of the week's hog trade; shipping demand broad considering reduction in receipts; each day's trade a two-way market; good and choice hogs scaling up to 260 lbs. going to shippers and small packers early in each session, big packers insisting on price reductions on hogs available to these interests at the close. In comparison with week ago prices steady to 10c higher, mostly steady; today's top, \$8.60 in comparison with \$8.50 a week ago; better grade hogs 170 to 220 lbs., \$8.30@8.55; 230 to 260 lbs., \$8.00@8.30; 280 to 340 lbs., \$7.70@8.00; medium and good 140 to 160 lb. averages, \$7.50@8.25; choice kinds, \$8.35@8.40; bulk pigs, \$6.50@7.25; choice kinds, up to \$7.75; packing sows range \$6.75@7.40, few under \$7.00 at close.

SHEEP—Local and aggregate fat

lamb supplies showed a market increase during the week, Colorado marketings being responsible for this numerical expansion. Prices fluctuated but closed about even with Monday's 25@50c decline. Better grade lambs scaling 90 lbs. downward met the most dependable outlet both on local and shipping account, heavies selling in a more or less undependable trade, usually at maximum downturns. Clipped lambs arrived in increased numbers and showed quality improvement, woolled lambs generally showing less desirable finish and less satisfactory dressing percentages. Aged sheep were scarce and strong.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., March 29, 1928.

CATTLE—Shipping demand stimulated the trade in the better grades of fed steers and prices are 25@50c higher for the week. Medium to good grades closed 15@25c over a week ago. Light yearlings and fed heifers are steady to 25c lower, while slaughter cows are around steady. Bulls held steady and vealers are around \$1.00 higher. Heavy Kansas fed steers sold at \$14.50. Vealers reached \$13.50.

HOGS—Although some unevenness featured the hog market, a healthy tone prevailed at the close and final prices are steady to strong with a week ago. Both packers and shippers paid up to \$8.20 on Thursday's session for choice 190-220 lb. weights. Packing grades were unchanged.

SHEEP—After a sharp break in prices on Monday's session, fat lambs regained most of the loss and closed at 10@15c lower rates. Fat sheep met a good demand and are strong to 25c higher for the week. Choice fed western lambs reached \$16.75, and a liberal supply of Arizona springers cleared from \$16.50@18.40. Best fat woolled ewes made \$9.60.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., March 29, 1928.

CATTLE—Fed steers and yearlings met with an improved demand and prices for the week are strong to 25c higher, medium weights and weighty steers showing the full upturn with yearlings strong. She stock also closed strong to 25c higher, cows up most. Veals and calves held fully steady.

HOGS—Local receipts continue liberal, but fluctuations from day to day have been slight. Demand has been broad, both from local packers and order buyers, and complete clearance have been effected each day. Comparisons with a week ago show prices on a firm basis.

SHEEP—Marketward movement from Colorado and Scottsbluff areas continues of liberal volume, and this supply has been augmented by the arrival of a few loads of native springers. Trade conditions have been favorable to the selling interests, and while there has been fluctuation to lamb prices, current quotations are steady with a week ago. Sheep are also fully steady. Thursday's bulk of fed woolled lambs ranged \$16.35@16.65; top, \$16.85; week's top, \$17.00. Native springers sold \$19.00@20.50.

ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, March 29, 1928.

CATTLE—Fed steers ruled mostly steady to 25c higher, with the advance on better grades carrying weight. Yearlings indicated strength and other killing classes averaged steady with a week ago. Choice medium weight steers scored \$14.15; choice to good yearlings, \$13.00. Vealers topped late at \$13.50.

HOGS—Little net change occurred in butcher and packing sow values for the week. On late rounds choice light butchers topped at \$8.20.

SHEEP—Fat lambs equalled the season's high and aged stock remained firm. Choice woolled mature lambs topped at \$16.75; choice native springers, \$18.50; western springers, \$18.25. Best fat ewes made \$10.00.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., March 29, 1928.

CATTLE—Compared with week ago, steers sold steady to 25c higher, lower priced descriptions showing no change. Mixed yearlings and heifers steady to 25c lower, fat kinds showing the decline. Cows and cutters, steady; low cutters, 15@25c lower; medium bulls, 10@15c higher; good and choice vealers, \$1.75@2.00 higher.

HOGS—The range in hog prices narrowed during the current week with light weight butchers and under weights around 10c lower. Weighty butchers ruled 10@15c higher; top, \$8.60.

SHEEP—Receipts light; market steady; few loads native lambs, \$16.00@16.75; choice lambs, quotable around \$17.00.

Exceptional Service
in Buying
CATTLE, CALVES, SWINE,
SHEEP, LAMBS

K-M
LIVE STOCK BUYING ORGANIZATION

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending Mar. 22, 1928, with comparisons:

BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended Mar. 22.	Same week.
Toronto	\$11.25	\$11.00
Montreal	11.50	10.90
Winnipeg	10.00	10.00
Calgary	10.50	10.50
Edmonton	10.00	10.00
Pr. Albert	9.00	9.00
Moose Jaw	9.50	9.50

VEAL CALVES.

	1,000-1,200 lbs.
Toronto	\$15.00
Montreal	10.00
Winnipeg	15.00
Calgary	13.50
Edmonton	14.00
Pr. Albert	10.00
Moose Jaw	10.00

SELECT BACON HOGS.

	\$ 9.00	\$10.00	\$12.22
Toronto			
Montreal	10.25	10.25	13.10
Winnipeg	9.25	9.25	11.38
Calgary	8.75	8.75	12.21
Edmonton	8.90	8.85	12.10
Pr. Albert	9.35	9.00	10.83
Moose Jaw	9.15	9.15	11.38

GOOD LAMBS.

	\$16.50	\$16.75	\$14.25
Toronto			
Montreal	12.00	12.00	11.50
Winnipeg	14.00	14.00	11.73
Calgary	12.50	12.50	11.00
Edmonton	14.00	13.00	11.50
Pr. Albert	11.00	10.50	Nashville
Moose Jaw	11.50	11.50	Toronto

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, March 29, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):

CHICAGO, E. ST. LOUIS, OMAHA, KANSAS CITY, ST. PAUL.

Hvy. wt. (250-350 lbs.) med-ch.	\$7.65@ 8.25	\$7.85@ 8.35	\$7.40@ 8.00	\$7.40@ 7.05	\$7.60@ 7.85
Med. wt. (200-250 lbs.) med-ch.	7.85@ 8.50	8.25@ 8.60	7.75@ 8.10	7.70@ 8.20	7.75@ 8.10
Lt. wt. (150-200 lbs.) com-ch.	7.55@ 8.50	8.20@ 8.55	7.50@ 8.10	7.80@ 8.20	7.90@ 8.10
Lt. lt. (130-180 lbs.) com-ch.	6.73@ 8.35	6.75@ 8.40	7.00@ 8.00	7.50@ 8.15	7.25@ 8.10
Packing sows, smooth and rough.	6.73@ 7.40	6.50@ 7.10	6.50@ 7.25	6.15@ 7.15	6.50@ 7.00
Sitr. pigs (130 lbs. down), med-ch.	6.25@ 7.75	5.50@ 7.25	6.25@ 7.50	6.75@ 7.50	7.00@ 7.25
Av. cost and wt., Wed. (pigs excl.)	8.07-243 lbs.	8.13-205 lbs.	7.75-255 lbs.	7.76-246 lbs.	7.77-205 lbs.

Slaughter Cattle and Calves:

STEERS (1,500 LBS. UP):

Good-ch.	13.75@15.25		13.25@14.50	12.85@14.50	
STEERS (1,300-1,500 LBS.):					
Choice	14.75@15.25	14.25@14.75	13.75@14.50	13.50@14.50	13.25@14.25
Good	13.50@14.75	13.25@14.25	13.00@13.75	12.65@13.50	12.00@13.25
STEERS (1,100-1,300 LBS.):					
Choice	14.25@15.25	14.25@14.75	13.50@14.25	13.15@14.25	13.25@14.25
Good	13.25@14.75	13.00@14.25	12.75@13.50	12.00@13.50	12.00@13.25
STEERS (950-1,100 LBS.):					
Choice	14.00@14.75	14.00@14.75	13.25@14.25	13.00@14.25	13.00@14.25
Good	12.75@14.25	12.75@14.00	12.50@13.25	12.00@13.15	12.00@13.00
STEERS (800 LBS UP):					
Medium	11.40@13.25	10.50@13.25	10.25@13.00	10.25@12.65	9.50@12.00
Common	8.50@11.40	8.50@10.50	8.25@10.25	7.75@10.25	7.25@ 9.50
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice	13.50@14.25	13.75@14.50	13.00@14.00	13.00@14.00	12.50@13.75
Good	12.75@13.50	12.25@13.75	11.75@13.00	11.75@13.00	11.50@12.75
HEIFERS (850 LBS. DOWN):					
Choice	12.75@13.75	12.75@13.50	12.00@13.00	11.75@12.85	10.75@12.75
Good	11.75@12.75	11.50@12.75	11.25@12.00	10.50@12.00	9.50@10.75
Common-med.	8.50@11.75	7.75@11.50	7.75@11.25	7.25@10.50	7.00@ 9.50
HEIFERS (850 LBS. UP):					
Choice	11.00@13.50	11.00@12.75	11.00@12.50	9.75@12.50	10.25@12.00
Good	9.75@12.75	10.25@12.00	10.00@11.75	9.75@11.50	9.25@10.25
Medium	8.75@11.75	8.00@10.25	8.00@10.25	7.75@10.00	7.00@ 9.25
COWS:					
Choice	10.25@11.25	10.00@11.00	10.00@11.00	10.00@11.00	9.50@10.50
Good	8.75@10.25	8.75@10.00	8.75@10.00	8.25@ 9.00	8.25@ 9.50
Common-med.	7.00@ 8.75	7.00@ 8.75	6.65@ 8.75	6.50@ 8.25	6.50@ 8.25
Low cutter and cutter	5.50@ 7.00	4.75@ 7.00	5.25@ 6.65	4.75@ 6.50	5.00@ 6.50
BULLS (YEARLINGS EXC.):					
Beef Good-ch.	8.50@10.00	8.40@10.25	8.00@ 8.75	7.60@ 8.50	7.00@ 8.75
Cutter-med.	7.15@ 8.50	6.60@ 8.40	6.25@ 8.00	5.75@ 7.60	6.50@ 8.00
CALVES (500 LBS. DOWN):					
Medium-ch.	9.00@11.00	8.00@11.00	9.00@11.00	8.00@12.00	7.00@10.00
Cull-common	7.00@ 9.00	5.50@ 8.00	6.50@ 9.00	6.00@ 8.00	5.50@ 7.00
VEALERS (MILK-FED):					
Good-ch.	12.50@16.50	16.50@16.75	11.00@14.00	10.00@13.50	10.00@14.00
Medium	11.50@12.50	13.00@16.50	9.00@11.00	7.00@10.00	7.00@10.50
Cull-common	9.00@11.50	5.50@13.00	6.50@ 9.00	6.00@ 7.00	5.00@ 7.00
Sheep and Lambs:					
Lambs (84 lbs. down) good-ch.	16.25@17.35	15.75@17.00	15.75@16.85	15.75@16.75	15.50@16.50
Lambs (92 lbs. down) medium...	15.00@16.25	15.00@15.75	14.75@15.75	14.75@15.75	14.25@15.50
Lambs (all weights) cull-common	13.25@15.00	12.00@15.00	13.25@14.75	11.00@14.75	10.75@14.25
Yearling others (110 lbs. down) medium-choice	13.50@15.50	12.00@15.25	11.00@13.75	11.25@14.50	11.50@14.25
Ewes (120 lbs. down) med-ch...	8.25@10.00	7.50@ 9.75	7.75@10.00	7.25@ 9.75	7.75@10.00
Ewes (120-150 lbs.) medium-ch.	7.50@ 9.75	7.00@ 9.50	7.50@ 9.75	7.00@ 9.50	7.50@ 9.75
Ewes (all weights) cull-common	3.00@ 8.25	3.00@ 7.50	3.00@ 7.75	3.25@ 7.25	3.00@ 7.75

RECEIPTS AT CENTERS.

SATURDAY, MARCH 24, 1928.

Cattle. Hogs. Sheep.

Chicago. Kansas City. Omaha.

St. Louis. St. Joseph. Sioux City. St. Paul. Oklahoma City. Fort Worth. Milwaukee. Louisville. Wichita. Indianapolis. Pittsburgh. Cleveland. Nashville. Toronto.

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Cattle. Hogs. Sheep.

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St. Louis. St. Joseph. Sioux City. St. Paul. Oklahoma City. Fort Worth. Milwaukee. Louisville. Wichita. Indianapolis. Pittsburgh. Cleveland. Nashville. Toronto.

Cattle. Hogs. Sheep.

Chicago. Kansas City.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Mar. 24, 1928, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle	Calves	Hogs	Sheep
Armour & Co.	5,319	6,000	8,400	16,956
Swift & Co.	4,810	6,144	13,500	9,691
Morris & Co.	4,043	1,364	13,500	1,884
Wilson & Co.	2,270	1,838	11,300	6,015
Anglo-Amer. Prov. Co.	937		5,100	---
G. H. Hammond Co.	1,380		6,400	---
Libby, McNeill & Libby	706		---	---
Brennan Packing Co.	6,800	hogs	Miller & Hart	5,100
Hart, 5,100 hogs; Independent Packing Co.	4,700	hogs	Boyd, Lunham & Co.	4,700
Packing & Provision Co.	12,200	hogs	Roberts & Oake	8,300 hogs
Agar Pkg. Co.	10,600	hogs	8,300 hogs	8,300 hogs
Others	10,100	hogs	10,100	10,100 hogs
Total	20,280	calves	15,406	hogs, 139,700; sheep, 34,546

KANSAS CITY.

	Cattle	Calves	Hogs	Sheep
Armour & Co.	2,621	628	5,033	2,829
Cudahy Pkg. Co.	2,370	476	3,919	5,743
Fowler Pkg. Co.	642			
Morris & Co.	1,816	745	2,621	3,035
Swift & Co.	3,444	686	11,912	5,669
Wilson & Co.	2,890	444	4,435	4,994
Local butchers	658	123	1,848	35
Total	14,441	3,115	28,898	22,305

OMAHA.

	Cattle	Calves	Hogs	Sheep
Armour & Co.	5,288	16,832	13,121	
Cudahy Pkg. Co.	3,681	15,414	8,640	
Dold Pkg. Co.	1,088	7,464		
Morris & Co.	1,896	8,608	5,964	
Swift & Co.	5,211	12,156	13,508	
Eagle Pkg. Co.	14			
Glassburg, M.				
Giesen Pkg. Co.				
Hoffman Bros.	76			
Mayerswick & Vall.	26			
Omaha Pkg. Co.	53			
J. Blife Pkg. Co.	24			
J. Roth & Sons	79			
Se. Omaha Pkg. Co.	84			
Lincoln Pkg. Co.	144			
John Morell & Co.	816			
Nagle Pkg. Co.	292			
T. M. Sinclair Co.	92			
Wilson & Co.	410			
Other buyers		33,110		
Total	19,874	91,835	41,233	

ST. LOUIS.

	Cattle	Calves	Hogs	Sheep
Armour & Co.	1,057	469	1,124	426
Swift & Co.	2,489	1,227	5,615	560
Morris & Co.	1,308	332	818	360
East Side P. Co.	1,285	15	1,928	---
All others	4,216	1,454	16,556	2,432
Total	10,355	3,497	26,051	3,778

ST. JOSEPH.

	Cattle	Calves	Hogs	Sheep
Swift & Co.	2,565	588	9,190	15,828
Armour & Co.	1,992	384	6,569	5,955
Morris & Co.	1,166	164	2,419	2,737
Others	2,515	104	11,906	5,826
Total	8,238	1,240	30,081	20,622

SIOUX CITY.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	3,240	284	20,827	1,588
Armour & Co.	3,314	265	16,805	2,183
Swift & Co.	2,181	271	11,268	2,031
Smith Bros.	40	16		
Local butchers	111	28		
Orders buyers	2,048	35	40,040	
Total	10,934	890	88,040	5,802

OKLAHOMA CITY.

	Cattle	Calves	Hogs	Sheep
Morris & Co.	1,585	584	4,898	91
Wilson & Co.	1,647	513	5,217	38
Others	81	...	461	---
Total	3,313	1,097	10,576	129

WICHITA.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,155	618	8,203	2,047
Dold Pkg. Co.	500	94	4,274	7
Wichita Dr. Beef Co.	19			
Dura-Oxtertag	105			
Kefee-La Sturgeon.	94			
Total	1,072	712	12,477	2,054

DENVER.

	Cattle	Calves	Hogs	Sheep
Swift & Co.	823	3,992	12,178	
Armour & Co.	865	3,080	18,361	
Hayne-Murphy	442	1,689		
Others	780	1,122	3,285	
Total	2,910	9,883	33,824	

	ST. PAUL	Denver	St. Paul	Total
Cattle	3,224	4,021	15,303	54,838
Calves	2,259	1,226	1,074	2,054
Hogs	980	1,075	1,237	3,323
Sheep	551	7	16,144	176,431

ST. PAUL

INDIANAPOLIS.

	Cattle	Calves	Hogs	Sheep
Eastern buyers	929	2,829	11,601	537
Kingan & Co.	1,189	770	12,769	87
Indianapolis Abt. Co.	1,527	128	126	---
Armour & Co.	367	51	1,936	---
Bell Packing Co.	23		563	
Brown Bros.	95	11	12	
Hilgemeyer Bros.			1,236	
Schussler Pkg. Co.	17		327	
Riverview Pkg. Co.	7		325	
Meier Pkg. Co.	102	6	292	5
Indiana Prov. Co.	31	19	318	5
Al. Wabnitz	1	25	12	
Man-Hartman & Co.	37	14	14	
Steinmetz Pkg. Co.	27		5	
Hoosier Pkg. Co.	26		58	
Misce.	264	58	433	70

INDIANAPOLIS

	Cattle	Calves	Hogs	Sheep
U. D. B. Co., N. Y.	52		8,935	47
The Layton Co.	118		689	
R. Gunz & Co.	525		4,431	
N. Y. B. D. M. Co.	35		---	
Cudahy Bros. Co.	20		106	75
Butchers	267	286	106	75
Traders	266	131	9	1

MILWAUKEE.

	Cattle	Calves	Hogs	Sheep
Plankinton Pkg. Co.	1,037		8,935	47
U. D. B. Co., N. Y.	52		---	
The Layton Co.	52		689	
Armour & Co.	525		4,431	
Cudahy Bros. Co.	20		106	75
Traders	267	286	106	75

CINCINNATI.

	Cattle	Calves	Hogs	Sheep
C. A. Freund	125	34	168	63
S. W. Gall	7		63	
J. Hilberg & Son	151	10	5	
Gus. Juengling	234	97	5	
E. Kahn's Sons Co.	632	186	6,637	133
Kroger Gro. & Co.	104	500	3,662	---
Lohrey Pkg. Co.	5		328	
H. H. Meyer P. Co.	21		3,058	
W. G. Renn & Son	141	1	---	
A. Sander Pkg. Co.	7		2,091	
J. Schlachter & Son	156	425	32	
J. & F. Schroth	10	10	3,602	
Vogel & Son	7		594	

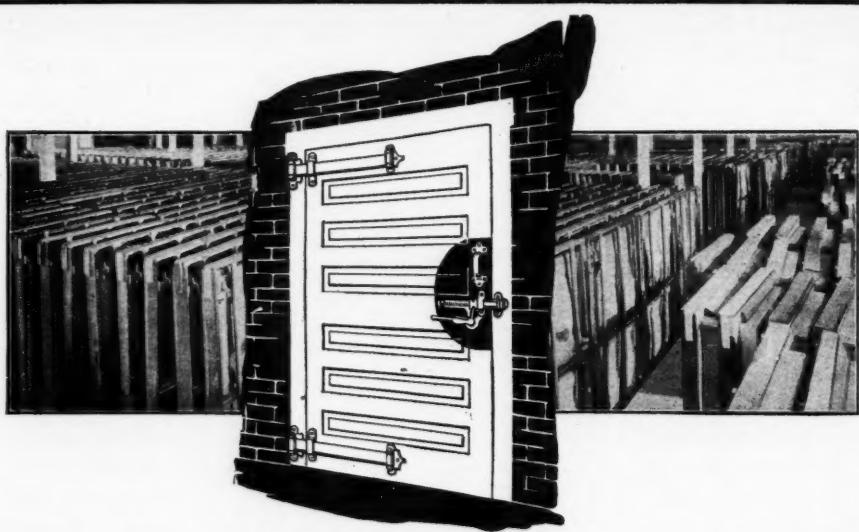
CINCINNATI.

	Cattle	Calves	Hogs	Sheep
Chicago	20,280		20,988	24,236
Kansas City	28,898	35,620	22,098	
Omaha	91,835	124,586	61,970	
St. Louis	26,051	30,718	33,443	
St. Joseph	30,081	35,019	20,168	
Sioux City	8,238	7,031	9,097	
Oklahoma City	10,934	9,337	11,566	
Indianapolis	29,946	22,024	22,024	
St. Paul	20,170	20,233	13,983	
Milwaukee	14,046	10,537	11,043	
Wichita	12,477	16,865	10,076	
Denver	9,883	15,600	---	
St. Paul	54,838	56,859	55,127	

HOGS.

	CHICAGO LIVESTOCK.
Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:	
RECEIPTS.	
Cattle	Calves

	Cattle	Calves	Hogs	Sheep
Mon., Mar. 19.	14,883	3,384	76,693	10,103
Tues., Mar. 20.	20...	5,025	31,180	11,223
Wed., Mar. 21.	7,535	3,073	10,090	10,090
Thur., Mar. 22.	7,417	6,001	33,575	14,072
Fri., Mar. 23.	2,251	1,232	12,176	2,84



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Ready to ship - - all crated in our stock rooms

Maybe you have had that all-too-common experience of realizing suddenly that you had to buy cold-storage doors quickly, for replacement, alterations or new construction. Next time, keep in mind that our stock rooms hold thousands of doors of the sizes and specifications most used, ready for shipment on a moment's notice. Storage makes quantity production possible. Quantity production effects savings that go into extra quality. You gain every way. Ask for our stock list.

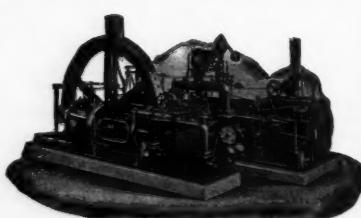
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1 to 18 Tons



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Crescent 100% PURE Corkboard
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Ice and Refrigeration

ICE NOTES.

The Miamisburg Ice & Cold Storage Co., Miamisburg, O., is installing electric motors to take the place of steam power.

An addition to cost \$100,000 is being built to the cold storage plant of the Clintondale Fruit Growers' Cooperative Association, Clintonville, N. Y.

The installation of a cold storage plant in the building of the Nash-Finch Co., Burlington, Ia., is being planned.

Plans for a new cold storage and refrigerating plant have been prepared for the Florida Cold Storage Co., Orlando, Fla. The cost will be in excess of \$300,000.

The Parkland Ice & Cold Storage Co., Louisville, Ky., has installed additional refrigerating machinery.

The Natural Ice & Cold Storage Co., Lankershim, Calif., is planning the erection of an ice plant to cost \$150,000.

I. Nicholson, owner of the Moran Ice & Cold Storage plant, Moran, Tex., has purchased the Putnam Ice Co., Putnam, Tex.

The Maury County Ice Co., Columbia, Tenn., has been purchased by the Columbia Ice & Cold Storage Co.

Culp Bros. have sold the Ashland ice and cold storage plant, Ashland, Ky., to Messrs. Henry, Lynch and Simonds, Medford, Okla.

Merger of the Holt Ice & Cold Storage Co., the Coonse & Caylor Ice Co., the United Ice Co., and the Service Ice & Cold Storage Co., all of Indianapolis, into the Capital Ice Refrigerating Co., has been effected. The deal was an outright purchase involving \$1,000,000.

The Roanoke Ice & Cold Storage Co., and the Griggs Packing Co., Roanoke, Va., have been merged with the Southern Public Service Co., New York City.

The plant of the Hygenic Ice & Cold Storage Co., Pulaski, Va., has been acquired by the Jervain Corp.

A site on Atlanta Ave., Tallapoosa, Ga., has been acquired by the Annison Ice & Coal Co. on which to erect a cold storage plant.

Three million dollars will be spent by the United States Cold Storage Co., Kansas City, Mo., on a produce terminal, a second cold storage unit and for remodeling its ice plant.

The City Ice Co., Kansas City, Mo., has acquired the Quality Ice & Storage Co., and the Newland Ice, Storage & Coal Co.

The Files Ice & Cold Storage Co., Martinsburg, W. Va., has been incorporated with a capital stock of \$25,000. The incorporators are Mary E. Files, W. M. Rockwell and W. C. Kilm.

The St. Petersburg Cold Storage Co., St. Petersburg, Fla., has been incorporated with a capital stock of 300 shares of no par value. S. E. Harris, C. M. Bagby and Irene Harris are the incorporators.

A three-story addition will be built to the plant of the Arkansas Cold Storage Co., Little Rock, Ark. The cost is estimated at \$90,000.

The National Ice & Cold Storage Co., San Francisco, Calif., is planning the erection of an ice plant in Hollister, Calif.

The Brush Ice & Cold Storage Co., Brush, Colo., has been purchased by the Denver Ice & Cold Storage Co.

The Diamond Cold Storage Co. will erect a cold storage plant in Wilmington, Del.

The Continental Ice Co., has started construction of a two-story cold storage warehouse at Silvis, Ill. The cost will be about \$300,000.

The Holt Ice & Cold Storage Co., Indianapolis, Ind., has filed papers of dissolution.

A cold storage plant will be built in Columbus, Miss.

COMPRESSOR PACKING.

Packing for the compressor may be classified as of the following types: Soft packing; semi-metallic, non-floating; full metallic, non-floating; full metallic, floating.

Soft packing should be used only on worn rods and rods out of line. Frequent renewal, close attention and plenty of oil are necessary when using this type. It runs up the power bill but is necessary under some conditions.

When rods are in line and in good condition either of three different types of metallic packings may be used: The semi-metallic, non-floating requires attention and will heat under certain operating conditions; the full metallic non-floating and full metallic floating will not heat more than to take on the heat of compression, and will require less attention than other packings. If

kept oiled, the rod, if of good material, will not wear and leaks will be less than where soft packings are used.

RUSSIAN BACON IN ENGLAND.

A new feature of the Newcastle-on-Tyne pork products trade is the recent introduction of Russian bacon, says Davis B. Levis, American vice consul at Newcastle-on-Tyne, England. Local journals are inquiring if the public is aware that much of the cheap bacon sold in England is Russian, and asks "under what supervision this bacon is allowed to come into this country."

English and Irish bacon is expensive and Danish, Swedish, and Dutch bacon has been landed at Tyne direct for years. All these have filled local requirements satisfactorily, and taken the place of much American bacon.

The Russian bacon comes via Hull, and the market price is about the same as that of Dutch, which is the cheapest grade bacon of those mentioned, and under present industrial conditions there naturally is a demand for such goods. It had been cheap up to last week, but on account of the demand created, and its quality, the price has latterly been well up to quotations for Dutch, which it also resembles from the quality point of view.

It is not thought that retailers sell it as "Russian bacon," but merely described as "bacon."

Watch the "Wanted" page for bargains.



Inking the Market with the Best in Mechanical Refrigeration

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FRICK is the pioneer in the refrigerating industry, and has continuously been the standard for efficient and durable equipment.

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Packing House Products
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Tallow, Grease, Provisions, Oils
Tallowage, Bones, Cracklings, Hog Hair
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Chicago Section

W. E. Hoagland, superintendent of the Louisville Provision Co., was in Chicago this week visiting friends.

Isaac Powers, vice-president and general manager of the Home Packing Co., Terre Haute, Ind., was a Chicago visitor this week.

P. A. Jacobson, president and general manager of the Interstate Packing Co., Winona, Minn., transacted business in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 25,471 cattle, 14,581 calves, 72,610 hogs and 40,309 sheep.

John T. Agar, manager William Davies Co., Inc., Chicago, left the latter part of the week for Biloxi, Miss. He will join his family there, returning the latter part of next week.

Paul J. Tiggelback, for many years sales manager of F. Schenk & Sons Co., Wheeling, W. Va., was a visitor in Chicago this week on his way to the Pacific Coast for an extended vacation visit.

N. J. McLean, manager of the provision department of Harris Abattoirs, Ltd., Toronto, Can., was in the city on business this week. He was accompanied by W. Fox of the same company.

Provision shipments from Chicago, for the week ending Mar. 24, 1928, with comparisons, are reported as follows:

	Cor. week.	Last wk.	Prev. wk.	1927.
Cured meats, lbs.	18,170,000	17,398,000	13,255,000	
Fresh meats, lbs.	34,407,000	36,178,000	39,964,000	
Lard, lbs.	7,182,000	8,345,000	7,627,000	

George H. Dunlap has been placed in charge of the country-wide sale and distribution of D. S. meats and other provisions, including barreled pork and beef, excepting smoked meats, for Armour and Company. His department will be known as the provision department.

Fred White, veteran provision inspector at Chicago in the old days and remembered by all old-timers, recently celebrated his 75th birthday at his home in Pacific Grove, Calif. He keeps in touch with the industry through THE NATIONAL PROVISIONER, sent to him by his old friend, Charles E. Herrick, and writes that he couldn't get along without it.

ARGENTINE MEAT AND FATS.

Cattle slaughtered in Argentine during the first two months of 1928 total 525,896 head and in Uruguay 157,544 head, according to cable dispatches to the U. S. Department of Commerce.

Tallow shipments from Argentine during the same period were as follows: To Germany, 5,500 casks; England, 8,800; Holland, 6,200; France, 1,400; Belgium, 3,100; Italy, 5,700; and the United States, 8,300 casks.

OSCAR MAYER ELECTS OFFICERS.

At the recent meeting of the board of directors of Oscar Mayer & Co., Chicago packers, a new line-up of officers was announced. Most of the new officers are men who have been with the company for long periods of years, and whose elevation to executive positions is an acknowledgment of efficient and faithful service.

Oscar F. Mayer, founder of the company 45 years ago, and its president up to this time, becomes chairman of the board. Oscar G. Mayer, his son and the executive head of the company for some years, is made president of the company. Mr. Mayer as president of the trade association, the Institute of American Meat Packers, is one of the leading figures of the industry.

Adolph C. Bolz, manager of the company's plant at Madison, Wis., is made first vice-president. Mr. Bolz has developed in a few years into one of the ablest operating executives in the industry. Robert Johnson, provision manager at Madison, and well-known trade expert, is also made a vice-president.

Fred H. Minifie, sales manager of the company, is also elected a vice-president. Mr. Minifie has been with the company for many years, working up from meat salesman to direct the selling organization of the company. Other executives recognized are Ora L. Boyd, credit manager, who is made secretary of the company, and Carl G. Mayer, the young and efficient operating superintendent, who is made treasurer.

BRITISH GROW IN ARGENTINE.

American-owned freezing establishments in 1927 killed 63.26 per cent of the total of 3,233,797 head of cattle slaughtered in Argentine packing

How Are Your Claims on Cripples?

Action resulting from the activity of one Eastern railroad is causing railroads to try to force all shippers to settle all claims for loss on cripples on the basis of 15% of the value of the animal.

Such proposal is said to be wholly unwarranted by past court decisions. Shippers may demand and collect the full amount of any loss due to negligence of the carriers.

Every shipper should stand on his rights, and enter suit if necessary.

Packers and shippers who have had experience with this attempt to settle a 100 per cent claim for 15 per cent are invited to report their experiences to THE NATIONAL PROVISIONER.

houses, compared with 67.10 per cent of the 3,050,970 slaughtered in 1926, according to a report dated February, 1928, from ambassador R. W. Bliss at Buenos Aires. British owned packing houses, on the other hand, increased their percentage from 20.60 in 1926 to 25.54 in 1927, while Argentine-owned concerns decreased their share from 12.30 per cent in 1926 to 10.20 per cent in 1927.

Of the 4,613,605 sheep slaughtered in 1927 in comparison with 3,058,978 in 1926, American-owned plants killed 66.52 per cent in 1927 against 66.95 per cent in 1926, while British owned plants increased from 15.84 per cent in 1926 to 22.38 per cent in 1927. Killings by Argentine companies, on the other hand, decreased from 17.21 per cent in 1926 to 11.10 per cent in 1927.

CASING IMPORTS AND EXPORTS.

Imports and exports of casings into and from the United States during January, 1928, are given by the U. S. Department of Commerce as follows:

	IMPORTS.		Other.
	Lbs.	Value.	
Bulgaria	300	\$ 783	.....
Czecho Slovakia	662	1,826	.....
France .....	.....	.....	.....
Germany	8,267	10,220	3,853 1,083
Italy	500	124	.....
Latvia	1,105	499	2,996 1,043
Netherlands .....	.....	.....	1,355 1,394
Norway .....	.....	.....	410 475
Poland & Danzig .....	.....	.....	.....
S. Russia in E.	35,332	104,191	1,103 187
Spain	31,737	25,472	200,020 32,331
United Kingdom	68,085	42,840	8,075 8,412
Canada	3,091	3,082	.....
Mexico	33,222	38,161	229,155 92,675
Argentina .....	.....	.....	6,827 947
Brazil	7,547	5,919	15,995 6,097
Chile	17,520	6,839	60,315 8,809
B. India	4,971	8,150	.....
China .....	.....	.....	26,182 30,282
Iraq	19,553	24,958	.....
Palestine	330	389	.....
Persia	7,898	20,019	.....
Syria	2,515	8,620	.....
Turkey in Asia	17,926	44,856	.....
Australia	139,558	157,829	66,230 35,277
N. Zealand	39,179	38,946	23,016 11,395
Union of S. Africa	2,355	1,746	13,992 1,009
Egypt	247	286	.....
Morocco	1,690	2,282	.....
Total	444,490	548,916	659,533 231,396

	EXPORTS.		Other.
	Lbs.	Value.	
Belgium	7,276	4,868	29,006 2,680
Denmark .....	.....	.....	26,837 4,769
France	15,510	1,627	17,910 1,925
Germany	315,271	30,995	1,643,067 192,918
Italy	21,982	2,004	14,103 922
Cyprus	5,000	600	.....
Netherlands	19,483	5,771	174,187 25,309
Norway .....	.....	.....	32,860 3,707
Poland .....	.....	.....	51,066 5,212
Spain	7,677	2,722	59,831 4,221
Sweden	4,186	2,112	38,115 4,168
Switzerland	3,765	4,078	3,302 416
United Kingdom	186,757	86,236	5,130 1,886
Canada	5,631	5,075	33,570 4,800
Mexico	720	186	94 14
Bermuda	923	578	.....
Trinidad	27	48	.....
Cuba	12	14	6,402 1,087
Australia	132,032	90,377	.....
N. Zealand	1,117	1,039	.....
S. Africa	1,840	403	.....
Total	729,209	238,783	2,135,510 254,043

Exports of other casings were as follows: To Germany, 58,910 lbs.; value \$7,198; to Italy, 6,950 lbs., value \$695; to the Netherlands, 3,395 lbs., value \$218; to Norway, 73,735 lbs., value, \$3,976; to United Kingdom, 10,631 lbs., value, \$6,387; to Canada, 40,239 lbs., value, \$3,969; to Mexico, 1,650 lbs., value, \$216; to Bermuda, 20 lbs., value, \$41; to Trinidad, 96 lbs., value, \$29; to Cuba, 780 lbs., value, \$1,050; to Australia, 2,820 lbs., value, \$1,881.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, March 29, 1928.

	Regular Hams.	S. P. Bolling Hams.
	Green.	S. P.
8-10	16%	16%
10-12	15%	15%
12-14	15%	15%
14-16	15%	15%
16-18	14%	13%
18-20	14%	13%
10-16 Range	15%	14%
16-22 Range	14%	13%

	H. Run.	Select.
16-18	13 1/2	14
18-20	13 1/2	14
20-22	13	13 1/2

	Skinned Hams.	S. P.
	Green.	
10-14	15%	16
14-16	15%	15%
16-18	15%	15%
18-20	15	15 1/2
20-22	15	15 1/2
22-24	15	15
24-26	14 1/2	14 1/2
25-30	13	13 1/2
30-35	12	12 1/2

	Picnics.	S. P.
	Green.	
4-6	9%	10
6-8	9	9 1/2
8-10	8%	9 1/2
10-12	8%	9
12-14	8%	9

	Bellies.*	S. P.
	Green.	
6-8	17	17 1/2
8-10	16 1/2	16 1/2
10-12	15 1/2	15 1/2
12-14	15	15 1/2
14-16	14	14 1/2
16-18	13 1/2	14

*Square Cut and Seedless.

	D. S. Bellies.*	Rib.
	Clear.	
14-16	13%	10
16-18	13%	10
18-20	13 1/2	12 1/2
20-25	12 1/2	12 1/2
25-30	12%	12 1/2
30-35	12 1/2	12 1/2
35-40	12%	12 1/2
40-50	11 1/2	11 1/2

*Fully Cured.

	D. S. Fat Backs.	Rib.
	Clear.	
14-16	13%	9
16-18	13%	9
18-20	13 1/2	12 1/2
20-25	12 1/2	12 1/2
25-30	12%	12 1/2
30-35	12 1/2	12 1/2
35-40	12%	12 1/2
40-50	11 1/2	11 1/2

	D. S. Rough Ribs.	Rib.
8-10	11.50	9
10-12	11.25	9 1/2
12-14	11.00	9 1/2
14-16	10.75	9 1/2

	Other D. S. Meats.	Rib.
	Extra Short Clears.	35-45
	Extra Short Ribs.	35-45
	Regular Plates.	6-8
	Clear Plates.	4-6
	Jowl Butts.	8 1/2 @ 8 1/2

	LARD.	Rib.
Prime steam	11.65	11.65
Prime steam, loose.	10.77 1/2	10.77 1/2

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, MARCH 24, 1928.

LARD—	Open.	High.	Low.	Close.
Mar.	11.72 1/2	11.75	11.70	11.50
May	11.72 1/2	12.05	12.00	12.05
July	12.05	12.05	12.00	12.05

CLEAR BELLIES—	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.70	11.80	11.70	11.80
July	12.00	12.10	12.00	12.10
Sept.	12.35	12.37 1/2	12.35	12.37 1/2

SHORT RIBS—	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.80	11.80	11.75	11.75
July	12.00	13.00	13.00	13.00
Sept.	12.30	13.32 1/2	13.30	13.32 1/2

LAMB—	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.70	11.80	11.70	11.80
July	12.00	12.10	12.00	12.10
Sept.	12.35	12.37 1/2	12.35	12.37 1/2

MONDAY, MARCH 26, 1928.	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.70	11.80	11.70	11.80
July	12.00	12.10	12.00	12.10
Sept.	12.35	12.37 1/2	12.35	12.37 1/2

CLEAR BELLIES—	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.70	12.00	11.70	12.00
July	12.00	13.00	12.00	13.00
Sept.	12.35	13.37 1/2	12.35	13.37 1/2

SHORT RIBS—	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.80	11.80	11.75	11.75
July	12.00	12.10	12.00	12.10
Sept.	12.35	12.37 1/2	12.35	12.37 1/2

LAMB—	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.70	12.00	11.70	12.00
July	12.00	13.00	12.00	13.00
Sept.	12.35	13.37 1/2	12.35	13.37 1/2

TUESDAY, MARCH 27, 1928.	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.70	12.00	11.70	12.00
July	12.00	13.00	12.00	13.00
Sept.	12.35	13.37 1/2	12.35	13.37 1/2

CLEAR BELLIES—	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.70	12.00	11.70	12.00
July	12.00	13.00	12.00	13.00
Sept.	12.35	13.37 1/2	12.35	13.37 1/2

SHORT RIBS—	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.70	12.00	11.70	12.00
July	12.00	13.00	12.00	13.00
Sept.	12.35	13.37 1/2	12.35	13.37 1/2

LAMB—	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.70	12.00	11.70	12.00
July	12.00	13.00	12.00	13.00
Sept.	12.35	13.37 1/2	12.35	13.37 1/2

TUESDAY, MARCH 27, 1928.	Open.	High.	Low.	Close.
Mar.	11.50	11.50	11.50	11.50
May	11.70	12.00	11.70	12.00
July	12.00	13.00	12.00	13.00
Sept.	12.35	13.37 1/2	12.35	13.37 1/2

CLEAR BELLIES—	Open.	High.	Low.	Close.

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Cor. week,
	Mar. 28, 1928.	1927.
Prime native steers	22	23
Good native steers	19	22
Medium steers	17	18
Heifers, good	17	22
Cows	13	17
Hind quarters, choice	26	28
Fore quarters, choice	18	19

Beef Cuts.

	Steers Loins, No. 1	Steers Loins, No. 2	Steer Short Loins, No. 2	Steer Loin Ends (hips)	Steer Loin Ends, No. 2	Cow Loins	Cow Short Loins	Cow Short Loins (hips)	Cow Ribs, No. 1	Cow Ribs, No. 2	Cow Ribs, No. 3	Steer Rounds, No. 1	Steer Rounds, No. 2	Steer Chucks, No. 1	Steer Chucks, No. 2	Cow Rounds	Cow Chucks	Steer Plates	Medium Plates	Briskets, No. 1	Briskets, No. 2	Steer Navel Ends	Cow Navel Ends	Fore Shanks	Hind Shanks	Bolls	
	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	46	
	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	37	
	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	
	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	
	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	
	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	
	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	
	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	
	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	
	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	
	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	
	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	
	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	
	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9
	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	26
Country style sausage, fresh in link	26
Country style sausage, fresh in bulk	26
Mixed sausage, fresh	26
Frankfurts in sheep casings	26
Frankfurts in hog casings	26
Bologna in beef bungs, choice	26
Bologna in cloth, saffined, choice	26
Bologna in beef middles, choice	26
Liver sausage in hog bungs	26
Liver sausage in beef rounds	26
Head Cheese	26
New England luncheon specialty	26
Minced luncheon specialty	26
Tongue sausage	26
Blood sausage	26
Pollish sausage	26
Souse	26

DRY SAUSAGE.

Cervelat, choice, in hog bungs	24
Thuringer Cervelat	24
Farmers	24
Holsteiner	24
B. C. Salami, choice	24
B. C. Salami, new condition	24
Genoa style Salami	24
Pepperoni	24
Mortadella, new condition	24
Capicoli	24
Italian style hams	24
Virginia hams	24

SAUSAGE IN OIL.

Bologna style sausage in beef rounds	17
Small tins, 2 to crate	17
Large tins, 1 to crate	17
Smoked link sausage in pork casings	17
Small tins, 2 to crate	17
Large tins, 1 to crate	17
Frankfurt style sausage in sheep casings	17
Small tins, 2 to crate	17
Large tins, 1 to crate	17
Frankfurt style sausage in pork casings	17
Small tins, 2 to crate	17
Large tins, 1 to crate	17
Pork cheek meat	17
Native boneless bull meat (heavy)	17
Boneless chuck	17
Shank meat	17
Beef hearts	17
Beef cheeks (trimmed)	17
Dressed canners, 300 lbs. and up	17
Dressed canners, 350 lbs. and up	17
Beef trim	17
Cured pork tongues (can. trim.)	17

SAUSAGE CASINGS.

Beef Casings:	
Domestic round, 180 pack	33
Domestic round, 140 pack	33
Wide export rounds	50
Medium export rounds	50
Narrow export rounds	50
No. 1 weasands	14
No. 2 weasands	7
No. 1 domestic bungs	25
No. 2 bungs	15
Regular middies	15
Selected wide middies	25
Dried binders:	
12/15	2.50
10/12	2.00
8/10	1.50
6/8	1.50
Hog Casings:	
Narrow, per 100 yds.	3.25
Narrow, med., per 100 yds.	2.50
Medium, per 100 yds.	2.50
Wides, per 100 yds.	2.50
Export bungs	25
Large prime bungs	25
Medium prime bungs	15
Small prime bungs	10
Middles	10
Stomachs	0.06

Quotations for large lots. Smaller quantities at usual advance.

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	14.00
Honeycomb tripe, 200-lb. bbl.	16.00
Pocket honeycomb tripe, 200-lb. bbl.	18.00
Pork feet, 200-lb. bbl.	17.50
Pork tongues, 200-lb. bbl.	63.00
Lamb tongues, long cut, 200-lb. bbl.	42.00
Lamb tongues, short cut, 200-lb. bbl.	51.00
Family back pork, regular	27.50
Family back pork, 20 to 34 pieces	27.50
Family back pork, 35 to 45 pieces	27.50
Clear back pork, 40 to 50 pieces	27.50
Clear plate pork, 25 to 35 pieces	27.50
Brisket pork	27.50
Bean pork	27.50
Plate beef	30.00
Extra plate beef, 200 lb. bbls.	30.00

BARRELED PORK AND BEEF.

Meat family	27.00
Family back pork, 20 to 34 pieces	27.00
Family back pork, 35 to 45 pieces	27.00
Clear back pork, 40 to 50 pieces	27.00
Clear plate pork, 25 to 35 pieces	27.00
Brisket pork	27.00
Bean pork	27.00
Plate beef	30.00
Extra plate beef, 200 lb. bbls.	30.00

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.00	162 1/2
Oak barrels, black iron hoops	1.80	182 1/2
Red oak lard tierces	2.37	24.00
White oak lard tierces	2.57	24.00
Butts		

OLEOMARGARINE.

Highest grade natural color animal fat		
margarine in 1 lb. cartons, rolls or		
prints, f.o.b. Chicago		25
White animal fat margarine in 1 lb.		20 1/2
cartons, rolls or prints, f.o.b. Chicago		17
Nut, 1 lb. cartons, f.o.b. Chicago		
(30 and 60 lb. solid packed tubs,		
1c per lb. less.)		
Pastry, 60-lb. tubs, f.o.b. Chicago		15

DRY SALT MEATS.

Extra short clears		12
Short clear middies, 60-lb. avg.		11 1/2
Clear bellies, 18@20 lbs.		13 1/2
Clear bellies, 14@16 lbs.		13 1/2
Rib bellies, 20@25 lbs.		11 1/2
Bib bellies, 25@30 lbs.		12 1/2
Fat backs, 10@12 lbs.		9 1/2
Fat backs, 14@16 lbs.		9 1/2
Regular plates		9
Butts		8 1/2

OLEASIBLE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.		21
Fancy skd. hams		22 1/2
Standard reg. hams, 14@16 lbs.		21 1/2
Standard skd. hams, 12@16 lbs.		22
Picnics, 4@8 lbs.		15 1/2
Fancy bacon, 6@8 lbs.		25
Standard bacon, 6@8 lbs.		25
Fancy bacon strips, 6@7 lbs.		22 1/2
Cooked hams, choice, skinned, fatted		30
Cooked hams, choice, skinless, fatted		34
Cooked picnics, skin on, fatted		24
Cooked picnics, skinned		

Retail Section

Too Much Sales Talk Liable to Drive Away Customers

The talkative meat market proprietor and employee can drive away a lot of trade because of not knowing how to deal with customers.

In most meat markets the one waiting on trade will say, "And what next?" or "Is there anything else?" when handing a customer her first purchase. That is all right. It is applied sales psychology that is being used by practically all retail merchants today.

Some sort of sales talk can be used effectively, but too much irritates many customers who will avoid a store because of it. Customers resent decidedly the idea that a store is trying to "unload" unnecessary articles on them. Once the customer is convinced this is being done deliberately she will avoid that store.

Recently a number of retail markets in Milwaukee, Wis., were visited to learn their policy in the matter of sales talk. These shops are located in the heart of the retail shopping district and the suburbs. Here is how these merchants feel on this subject:

How Much Sales Talk?

By Martin Francis

In Milwaukee retail meat dealers almost universally use at least one query after serving customers.

"Is there anything else?" is a very appropriate one, and customers do not resent being asked this question.

These dealers were almost unanimous, however, in their opinions that customers do resent having their attention called to various articles that are on sale.

One retailer stated that customers did not mind having their attention called to a sale on short ribs of beef, but did object to a sales talk on groceries. That cured him of the query habit, he stated, and now the only query he makes of a customer is the one above mentioned.

"I have a friend," he said, "who employs the sales talk and query method to such an extent that a person hates to buy anything in his store. I have told this friend his method is wrong, but he insists that it gets the trade.

"Perhaps it gets some trade, but it doesn't keep satisfied customers from month to month. I have a suspicion that he does as large a business as he does by the fact that he is very energetic and is busy all the time.

Asks Too Many Questions.

"But if you were to go into his store a stranger and make a purchase, you would be greeted by the following barrage of questions:

"'Anything else? No. Some bacon? No. A ham? No. We just have some fine poultry in. No.'

"I leave it to you if this type of sales talk is not irritating. Many of his customers never return."

Another retailer operating a large downtown store, said, "We have eliminated all that kind of sales talk from our force because we think it hurts trade. The only question that is asked is, 'Is there anything else you wish?' which we believe is the only question that ought to be asked a customer under ordinary circumstances."

This particular retailer pointed out a very important fact. In the retail meat business the average housewife is

Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

YOU ARE WORKING IN THE DARK IF YOU DO NOT!

The valuable series of articles on cutting tests for the retail meat dealer which ran in **THE NATIONAL PROVISIONER** has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me copy of reprint on
"Cutting Tests for Retailers."

Name

Street

City

Enclosed find 5 cents in stamps.

the buyer of worth. She has a certain amount of money to spend, and usually has her mind made up in advance just how much she is going to spend for this and how much for that.

Can't Use High Pressure Tactics.

Any super sales tactics, he said, or hint of them, will antagonize the average housewife to the extent that she would quit trading at the market entirely.

William Boldt, a man who has made himself very well-liked in Milwaukee retail and wholesale meat circles, as a teacher in the meat cutting classes of the Milwaukee Vocational School, as well as the retail salesmanship and marketing classes in that institution, states that the right sort of sales talk is very important if a man is to be an efficient meat market proprietor or employee.

Handle Customers Properly.

"We lay great importance upon salesmanship in our classes," stated Mr. Boldt. "We don't want any high pressure salesmen in the business, but we do want men and boys who know how to handle a customer properly and not offend them. The housewife is a very peculiar person and does not wish to be bothered by a lot of questions."

Mr. Boldt is of the opinion that one question is plenty to ask the average customer, and stated that in many cases the customer would ask for the articles herself. However, she would resent any imposition on the part of the clerk.

The meat market proprietor who wishes to get a large number of sales messages over to his customers can use other, more effective means—that of using small sales placards and newspaper advertising. These are the first sales approaches to bring people into the store.

The right sort of sales talk secures steady customers, but the wrong kind drives them away from the store forever.

TRADE LEARNS IN LAMB TESTS.

"The most beneficial piece of work for the retailer I have ever seen." That is the way a Boston meat retailer referred to the lamb demonstration program in that city March 26-30. D. W. Hartzell, lamb demonstration specialist of the National Live Stock and Meat Board, presided with his knife and saw at a number of enthusiastic meetings in Boston. Audiences included both packers and retailers.

The program in New York City and Brooklyn during the previous week even surpassed all expectations of

enthusiasm. Seven meetings were held in four days' time. One day, Wednesday, March 21, was not available for the New York program, as special arrangements had been made for two meetings on that date in Philadelphia.

Special demonstrations were held in Philadelphia on March 21 before the Philadelphia Retail Meat Dealers' Association and members of the A. & P. stores organization. Two hundred members of the retailers' associations were present at the demonstration for that organization. The A. & P. meeting brought out 225 officials and employees. The general manager of this system of stores was deeply impressed by the methods of cutting lamb and expressed the intention to follow them in all of the company's Philadelphia markets.

The program in New York City opened with a meeting of 175 packer salesmen and managers of the Manhattan district on Monday afternoon, March 19. One hundred fifty retailers of Staten Island were on hand at an excellent meeting that evening. The campaign gathered impetus with a meeting of Manhattan retailers on Tuesday night, March 20. Over 500 attended.

Practically all of the New York packers were represented in an audience of 150 at a meeting held Thursday afternoon, March 22. On Thursday night, March 22, the scene of activities was shifted to Brooklyn, where 400 retailers joined in an enthusiastic meeting.

Employees of the Pennsylvania Hotel Commissary Department, New York, were given a lamb cutting demonstration on Friday, March 23. E. M. Statler, head of the hotel chain of which the Pennsylvania is a part, was present. Mr. Statler was emphatic in voicing his approval of the methods shown, and expressed his intention of adopting them for the hotel. He asked that demonstrations be arranged for the hotels in Boston and Buffalo.

The final demonstration in New York was given on Friday before employees of the Bohack Co., operating 250 markets in Brooklyn and Queens. The demonstration was so well received that Mr. Bohack requested a later engagement if possible.

The National Live Stock and Meat Board announces the complete revised lamb demonstration itinerary for April as follows: Worcester, Mass., March 31-April 2; Providence, R. I., April 3-4; New Haven, Conn., April 5-6; Waterbury, Conn., April 7-9; Hartford, Conn., April 10-11; Springfield, Mass., April 12-13; Albany, N. Y., April 14-16; Utica, N. Y., April 17-18; Binghamton, N. Y., April 19-20; Syracuse, N. Y., April 21-23; Rochester, N. Y., April 24-25; Buffalo, N. Y., April 26-28.

The lamb demonstration work is a feature of a special lamb consumption campaign fostered and financed by the National Wool Growers' Association and lamb feeders of Colorado and Nebraska. A large number of demonstrations already have been given in all sections of the country, with an effort now being centered in the Eastern states. The campaign is supervised by the National Live Stock and Meat Board at the request of these lamb interests.

NEWS OF THE RETAILERS.

Byerly's Meat Market is opening for business at 111 E. Main St., Owosso, Mich.

M. G. Norum sold his interest in the Quality Meat Market, Bismarck, N. Dak., to his partner F. A. Larson.

Jetzer & Baldewein, retail meat dealers, Sheboygan, Wis., have sold out to Wm. and Carl Wiemann.

The Quality Meat Market, 701 East Adams St., Springfield, Ill., has opened for business. John Mohay is the proprietor.

C. C. Kemper, Kalamazoo, Mich., has bought the grocery store and meat market of Fred Pasmas, 212 West Fairchild St., Danville, Ill.

Bouttier Bros., Van Nuys, Calif., have sold their North Hollywood Market to E. L. Blessing.

The Busy Bee Market is a new retail venture in Kellogg, Ida.

Fire recently destroyed the Packers' Meat Market at Bolivar, Mo.

Al. Allen has opened a meat market in connection with the Stop & Shop store at O'Fallon, Ill.

Ledford's Market has opened for business at College and Alcatraz Sts., Oakland, Calif.

Nelson Bros., whose retail meat market in Salem, Ore., burned last winter, are reopening for business.

J. Dring and George Kidd have purchased the West Side Grocery and Market at Boise, Ida., from Clark and Olson.

Adolph Matthies has sold his interest in the Woodland Meat Co., Woodland, Wn., to his partner, George Sullivan.

The Gooch Market, Great Falls, Mont., has reopened in its new quarters at 516 Central Ave.

The Mill Street Market, Austin, Minn., has been sold to C. S. Heald.

The Mick or Mack store, groceries

and meats, Bristol, Tenn., held its formal opening recently.

The Home Meat Market, Independence, Kan., is doing business in its new location at the corner of Penn Ave. and Main St.

R. G. Procknow, proprietor of the Procknow Cash and Carry Market, Fond du Lac, Wis., will open a branch market at 383 Emma St., Fond du Lac, about April 1.

Harry Newman has purchased the meat department of the Grand Central Market in the E. L. Gale Building, Bremerton, Wash.

Bazley's Meat Market, Lorain, O., made homeless when fire destroyed the Century Building recently, has reopened for business in its new location at 630 Broadway.

Ray Messick has opened his new meat market on East Lincoln Ave., Goshen, Ind.

George W. Mitchell has become the owner of the grocery and meat market of C. G. Hughes on Main St., Malvern, Ark.

The Pick and Pay Store, Clay and Valley Sts., Vicksburg, Miss., has added a meat department.

The Skiles Meat Market, Creston, Ia., has been sold to Joe Ober.

Hampton and Kelly have opened a meat department in their store at W. Frankfort, Ill.

William J. Burke will conduct a first class meat market at 613 Alameda St., Vallejo, Cal.

MICH. DEALERS MEET IN APRIL.

The Michigan Grocers and Meat Dealers' Association will hold its annual convention in the Olds Hotel, Lansing, Mich., April 17, 18 and 19. Close to 1,000 delegates are expected to be in attendance.



RETAIL WINDOW DISPLAY THAT'S IN SEASON.

This refrigerated window display of carcasses and cuts of lamb, shown by McCann & Company, Pittsburgh, Pa., retailers, offers an excellent suggestion for an Easter window, even though ham rather than lamb is generally thought of as an Easter trade leader. The potted plants and green background for the fancy lamb cuts, together with the "mock ducks" made of the fore leg of lamb, lend a decidedly seasonal atmosphere to the display.

New York Section

AMONG RETAIL MEAT DEALERS.

The dinner-dance given by the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, on Tuesday evening of this week at the Fordham Garden to celebrate the fifth anniversary of their organization, proved to be a most enjoyable event. The guests were seated at long tables, and many of the ladies had their own parties of twenty or more. Others represented were the Bronx Butchers Bowlers. Mrs. Kaplan Papp was a very fine hostess, and she and her assistants, Mrs. Chas. Hembdt, Mrs. F. Kunkle and Mrs. O. Schaefer, worked hard to make the affair a success, while the handling of the tickets was ably managed by Mrs. Wm. Kramer. This being leap year, the ladies decided to surprise the gentlemen, and each was presented with a hat brush. Another surprise was ten door prizes which had been donated by the committee. During the evening a message was broadcast about the event. Miss Schmitka, daughter of one of the members, gave several vocal selections, and Mrs. Frank Bitz, one of the newest members, also was heard in song.

Some of the subjects discussed at the meeting of the Eastern District Branch, New York State Association, on Tuesday evening of this week were cooperative buying, and the lamb cutting demonstration which had taken place on the Thursday evening previous. The date for the ladies' night of this branch has been set for April 24th at Schwaben Hall. It was reported that the operation undergone by Al Haas had been more serious than anticipated and that he was recovering, although slowly.

John Hildemann, president, and Joseph Lehner, treasurer of the Brooklyn Branch, New York State Association of Retail Meat Dealers, have been elected delegates to the national convention of the Elks, which will be held in Miami, Fla., in July.

Mr. and Mrs. Joseph Lehner, with their daughter Marion and Mr. and Mrs. William Helling, had a theatre party before attending the Elks' dinner at the Astor last week.

Fred Hirsch, business manager of the Bronx Branch, New York State Association of Retail Meat Dealers, had a birthday on Tuesday of this week, and he celebrated it by attending the Ladies' Auxiliary dinner.

The sympathy of the trade is being extended to David Van Gelder of Brooklyn, whose father passed away in Holland on March 17.

The shower which Mrs. A. DiMatteo, recording secretary of the Ladies' Auxiliary, had planned at her home for her sister on last Sunday occurred as scheduled, although Mrs. DiMatteo fell on the Friday evening preceding and dislocated her elbow. Miss Jennie S. Esposito, whose engagement was announced recently, will be married shortly after Easter.

SUPPLY ASSO. COMMITTEES.

Following the recent convention of the National Butchers' & Packers' Supply Association, held at Washington, D. C., the newly-elected president, V. P. Warren, of Atlanta, Ga., has entered upon his duties with energy and enthusiasm. He announces the following standing committees for the ensuing year:

Standardization—Harrison W. Mills, chairman; H. F. Heacock, H. C. Schmidt.

Membership—George M. Wiedemer, chairman; Al Heyer, Henry Leffler, Louis A. Spitnagel, J. Dryfoos.

Resolutions—John Convisor, chairman; William Gottzandt, J. P. Pfeifer.

Constitution and By-Laws—A. H. Ehrlich, chairman; R. E. Ottenheimer, R. H. Forschner.

The following special committees have also been appointed:

Advertising—H. C. Ahrens, chairman; Herman Leffler, Leo Brand, Charles E. Wicke; Henry W. Schorer.

Refrigeration—R. E. Frederick, chairman; C. A. Bond, Richard Carr.

DeWitt C. Reed, of New York, is the active and efficient executive secretary of the association.

KERN EMPLOYEES DANCE.

On Saturday evening last, March 24, blase New Yorkers witnessed one of the most elaborate social affairs given by a commercial house in many a day. This affair was held at the Hotel Majestic by the Employees Benefit Association of George Kern, Inc.

Dancing to the music of three orchestras started promptly at 9 p. m., followed by several headline performers from the popular musical comedies now showing on Broadway. A dinner for two thousand guests and out-of-town customers was served in the main dining room at 11:30 p. m., those seated wearing costume hats with other favors, such as horns, whistles, balloons, etc., which added to the din of the crowd.

The grand march was led by Mr. and Mrs. F. M. Firor, the executive officers of the association and the personnel following in line. Mr. Firor, who is president of the Adolf Gobel and George Kern establishments, was the most popular guest of the evening, for at the close both hands were tired from greeting old friends. Prominent men in the packing and commercial world were present as guests of honor.

The officers and committees of the Employees Benefit Association received praise from all sides for the manner in which this affair was conducted, for at midnight the attendance was close to the five thousand mark. President Norman Plaatje, Vice-President Milton Mandle, Secretary Joseph Gorman, Treasurer Mrs. Anna Fitz, Assistant Treasurer Miss Ann Koerner and Chairman of the Executive Board Conrad Bruns were stationed at the various entrances to greet and make everyone feel at home.

NEW YORK NEWS NOTES.

C. S. Briggs, produce department, Wilson & Company, Chicago, was in New York this week.

L. M. Lester of the beef department, Swift & Company, Chicago, was a visitor to the city this week.

Fred C. Turner, of the general superintendent's office, Armour and Company, Chicago, was a visitor to the city this week.

C. R. Hood, small stock department, Wilson & Company, Chicago, accompanied by Edward Wilson, made a tour of the Wilson organizations in the East last week.

March 22nd seems to be a kind of a red letter day in the neighborhood of 49th street and 11th avenue, for on that day Thomas J. Tynan, manager of Joseph Stern & Son, became the father of a fifth child, who is the fourth son. On the same day Peter J. Werckmann, cashier of the New York Butchers' Dressed Meat Company, became the father of a second son.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending March 24, 1928: Meat—Brooklyn, 5 lbs.; Manhattan, 830 lbs.; Bronx, 142 lbs.; total, 977 lbs. Fish—Brooklyn, 90 lbs.; Bronx, 824 lbs.; total, 914 lbs. Poultry and Game—Brooklyn, 1 lb.; Manhattan, 67 lbs.; total, 68 lbs.

Much interest was shown in the lamb cutting demonstration at the plant of the H. C. Bohack Company in Brooklyn last Friday, when D. W. Hartzell, lamb cutting specialist, went into detail showing the cutting operations from the wholesalers' standpoint. All the district managers and some of the managers of the stores of the H. C. Bohack Company, as well as representatives of packers and wholesalers at Fort Greene and North Sixth street markets of Brooklyn, witnessed the demonstration.

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended, Mar. 22, 1928.

March	16	17	19	20	21	22
Chicago	48	48	48 1/2	49	49	49
New York	49 1/2	49 1/2	50	49 1/2	49 1/2	49 1/2
Boston	49 1/2	49 1/2	50	50	50	50
Philadelphia	49 1/2	50 1/2	51	50 1/2	50 1/2	50 1/2

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

48	48 1/2	48 1/2	49	49	49
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1.
Chicago	30,581	32,466	33,566	606,303
N. Y.	50,501	51,291	47,250	713,683
Boston	16,544	16,579	13,786	227,732
Phila.	14,981	15,822	11,639	238,032
	112,007	116,135	106,241	1,786,660
				1,712,000

Cold storage movement (lbs.):

In	Out	On hand	Same week-day last year.
Mar. 22.	Mar. 22.	Mar. 23.	
Chicago	630	47,306	490,206
New York	41,040	270,814	1,949,575
Boston	—	25,206	608,816
Phila.	250	8,240	384,986
	41,920	352,626	3,433,583
			1,612,336

Mr. Packer and Provision Dealer

The "Gong" Brand

South American Corned Beef

a quality product of great Oxo Ltd. of Buenos Aires is gaining new friends constantly. Orders are coming in from all over the country, and we have yet to meet the customer who does not admit that the "GONG"

Brand represents the highest quality Corned Beef obtainable in the Argentine.

If you will give us a trial, we are certain that you, also, will join the ranks of our satisfied customers.

[FREE SAMPLES and quotations on request]

ARGENTINE BEEF CO., Union Stock Yards, CHICAGO

THE DRODEL CO., Inc.

SAUSAGE CASINGS

Import

336 Johnson Ave.

Export

Brooklyn, N. Y.

New York Butchers' Supply Co., Inc.

SAUSAGE CASINGS AND SUPPLIES

513 Hudson St.

NEW YORK, N. Y.

Tel. Gramercy 2950

The American Casing Co.

Importers and Exporters

SAUSAGE CASINGS

314 East 21st St.

New York City

SAYER & COMPANY, INC.

Successors to WOLF, SAYER & HELLER, INC.

SAUSAGE CASINGS

Main Office: 437-439 W. 16th St., New York City

Phone—Watkins 6964-6965

Darkened
Meats Kill
Goodwill and
Depress Sales

Of course it is desirable to display your products advantageously—we all know that. It increases sales. But let some of your products darken or go bad in the slightest degree and get into the consumers' hands—well, you know the result. Good reputation for high quality is too difficult to secure to risk jeopardizing it. Keep meat *chilled* as it should be.

But you needn't forego the profitable effect of attractively displaying it at the point of sale. Use these detail-perfect, breath-takingly real reproductions. Made of 13 different materials—nothing like them on the market.

Get the details.
Write today.

Reproductions Company

46 Cornhill St., Boston, Mass.

FREE

our booklet giving helpful information for preparing all kinds of sausage and the curing of meats.

Send for your copy

Reduce Your Pickling Time - Save Money - Use
Prague Hansa Pickling Salt

It Will Cure {
Bacon (brine) in 3 days
Bacon (box) in 12 days
Hams (for boiling) in 5 days
Hams (for smoking) in 24 days

Butts (for smoking) in 3 days
Berline or any Beef for Frankfurters
Bologna
Minced Ham, etc., in 1 day

Improves the quality—giving the product a fine sweet taste

Prove our statements—send in a trial order

Satisfaction or money refunded

R. T. RANDALL & CO., 331 N. 2nd St., Philadelphia, Pa.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$12.25@13.50
Cows, medium	7.25@ 8.50
Bulls, light to medium	7.50@ 8.00

LIVE CALVES.

Calves, veal, good and ch.	\$16.00@18.00
Calves, com. to med., per 100 lbs.	12.50@15.50

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	@18.00
Lambs, cull, 100 lbs.	@15.00

LIVE HOGS.

Hogs, heavy	\$ 7.50@ 8.50
Hogs, medium	9.10@ 9.40
Hogs, 120 lbs.	8.35@ 9.00
Boars	7.00
Good Boars	7.50

DRESSED HOGS.

Hogs, heavy	@12.50
Hogs, 180 lbs.	@13.00
Pigs, 80 lbs.	@13.00
Pigs, 80-140 lbs.	@13.00

DRESSED BEEF.

Choice, native heavy	23 @25
Choice, native light	23 @25
Native, common to fair	21 @22

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	21 @22
Native choice yearlings, 400@600 lbs.	21 @23
Western steers, 600@800 lbs.	19 @20
Texas steers, 400@600 lbs.	16 @18
Good to choice heifers	20 @21
Good to choice cows	16 @17
Common to fair cows	14 @15
Fresh bologna bulls	@12up

BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @25	30 @36
No. 2 ribs	21 @23	24 @29
No. 3 ribs	21 @23	24 @29
No. 1 loins	29 @32	36 @40
No. 2 loins	28 @29	32 @35
No. 3 loins	28 @24	26 @31
No. 1 hind & ribs	23 @28	26 @29
No. 2 hind & ribs	23 @24	22 @25
No. 3 hind & ribs	20 @21	20 @21
No. 1 rounds	19 @20	21 @22
No. 2 rounds	18 @18	19 @20
No. 3 rounds	17 @17	17 @18
No. 1 chuck	18 @19	19 @20
No. 2 chuck	16 @18	17 @18
No. 3 chuck	13 @13	15 @16
Bologna	@ 6	13 @14
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Prime	24 @26
Choice	22 @23
Good	19 @21
Medium	15 @18

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	31 @32
Lambs, good	29 @30
Lambs, poor grade	27 @28
Sheep, choice	20 @22
Sheep, medium to good	18 @20
Sheep, culs	8 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	19 1/2@20 1/2
Hams, 10@12 lbs. avg.	19 @20
Hams, 12@14 lbs. avg.	19 @20
Picnics, 4@6 lbs. avg.	12 1/2@13
Picnics, 6@8 lbs. avg.	12 @12 1/2
Rollettes, 6@8 lbs. avg.	13 @14
Beef tongue, light	28 @32
Beef tongue, heavy	32 @34
Bacon, boneless, Western	22 @23
Bacon, boneless, city	18 @19
Pickled bellies, 8@10 lbs. avg.	14 @15

FANCY MEATS.

Fresh steer tongues, untrimmed	28c	a pound
Fresh steer tongues, l. c. trm'd	38c	a pound
Sweetbreads, beef	65c	a pound
Sweetbreads, veal	31.00	a pound
Beef kidneys	15c	a pound
Mutton kidneys	8c	each
Livers, beef	38c	a pound
Oxtails	18c	a pound
Beef hanging tenders	28c	a pound
Lamb fries	10c	a pair

THE NATIONAL PROVISIONER

LIVE POULTRY.

Fowls, colored, per lb., via express	27	62c
Turkey hens, via express	45	62c
Geese, via express	19	62c
Pigeons, per pair, via freight or express	40	62c

BUTTER.

Creamery, extras (92 score)	48c
Creamery, firsts (88 to 91 score)	46 1/2c
Creamery, seconds	43 1/2c
Creamery, lower grades	41 1/2c

EGGS.

Extras, gathered	30 1/2c
Extra firsts	29 1/2c
Firsts	28 1/2c
Checks	27

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammonium sulphate, bulk, delivered per 100 lbs.	3.65@2.7c
Ammonium sulphate, double bags, per 100 lbs. f.o.b. New York	62c
Blood, dried, 15-16% per unit	62c
Fish scrap, dried 11% ammonia 10%	5.00 & 10c
B. P. L. f.o.b. fish factory	5.00 & 10c
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.90 & 10c
Fish scrap, acidulated, 6% ammonia, 8%	Nominal
A. P. A. f.o.b. fish factory	Nominal
Soda Nitrate, in bags, 100 lbs. spot	62.25c
Tankage, ground 10% ammonia, 15%	4.70 & 10c
B. P. L. bulk	4.70 & 10c
Tankage, unground, 9@10% ammonia	4.30 & 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	32.00
Bone meal, raw 4 1/2 and 50 bags, per ton	32.00
Acid phosphate, bulk, f.o.b. Balti more, per ton, 16% flat	2.40
Cracklings, 50% unground	1.40
Cracklings, 60% unground	1.20
Meat Scraps, Ground	
50%	65.00
55%	70.00

CURING MATERIALS.

Dbl.

Bags

per lb.

In lots of less than 25 bbls.	Bbls.
Double refined saltpetre, granulated	5 1/2c
Double refined saltpetre, small crystal	7 1/2c
Double refined saltpetre, large crystal	8 1/2c
Double refined nitrate soda, granulated	3 1/2c

In 25 barrel lots:

Double refined saltpetre, granulated	5 1/2c
Double refined saltpetre, small crystal	7 1/2c
Double refined saltpetre, large crystal	8 1/2c
Double refined nitrate soda, granulated	3 1/2c

Double refined nitrate soda, granulated

3 1/2c

3 1/2c

28

29
30
29
45

40%
4
45
42%

31
30
29
27

2.7%

2.0

5.10

10c

10e

11

22%

10c

10e

12.00

10.00

9.00

2.40
2.40

4.40

5.70

1.00

1.20

0.00

0.00

3

3

19

J.